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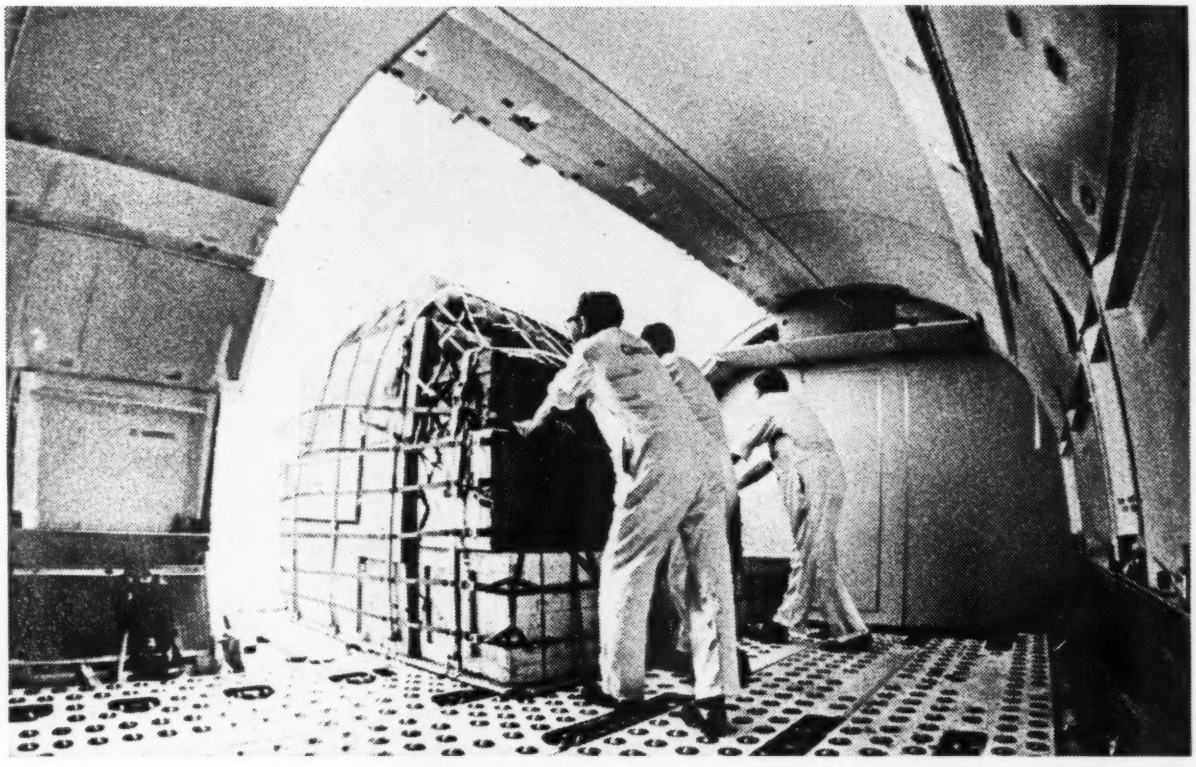

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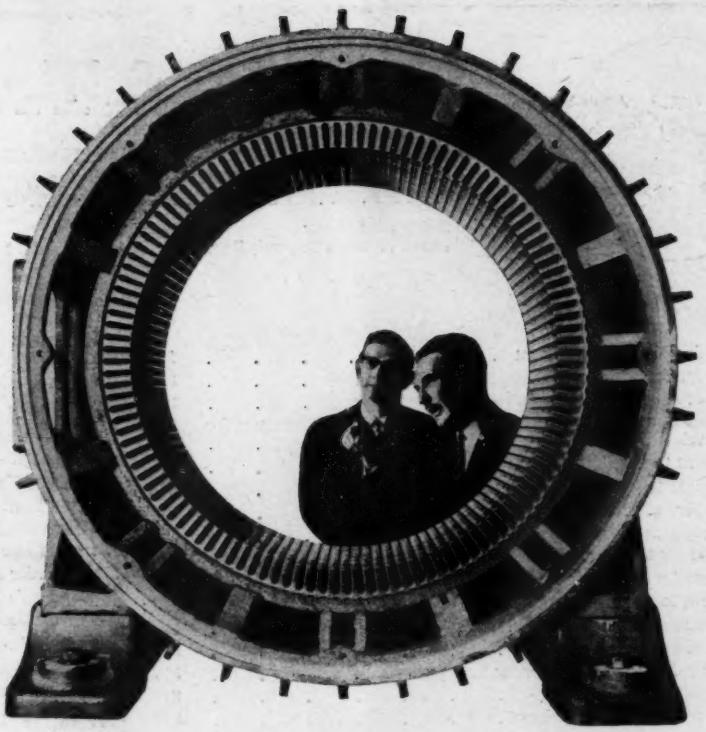
Front cover photograph

Bottles of Cutty Sark Scotch whisky being prepared for shipment to the United States where Cutty Sark continues to out-sell all other Scotch whiskies. In the last five years, Cutty Sark has earned Britain more than $100,000,000 in exports. Cutty Sark's new £1¼ million bottling and blending plant is on a 22-acre site at Drumchapel on the outskirts of Glasgow. Several of the production lines can operate at 7,200 bottle an hour. Cutty Sark has been working flat out for the last three months to beat the expected United States dock strike in October. At peak-periods more than 200 tons of Cutty Sark have been going down to the docks each day.

Electric motor maker drives exports up by one-third.



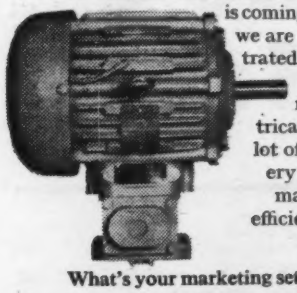
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.



What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

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The booming Pacific North-west

By J. I. McGhie, British Consul-General, Seattle, Washington

An important new market with a high growth index is developing round Seattle – centre of the Boeing expansion.

MORE AND MORE British exporters are, with justification, turning their attention to Seattle, the centre of the unprecedented boom which is fast transforming the Pacific North-west of America. The new wave of prosperity, concentrated in, but not entirely confined to, the State of Washington, with Seattle as its hub, is of comparatively recent origin. It was for the first time in 1966 that a tidal wave of growth lifted Washington (in the words of the Seattle First National Bank) 'far above the already optimistic predictions. . . . Virtually every economic indicator posted a gain well above the national average. For wage and salaried employment, growth was at twice the national rate; for personal incomes more than one and a half times.' The influential *Fortune* magazine recently carried an article entitled 'Megalopolis Comes to the North-west'.

A graphic illustration of the importance of the area as a separate and readily identifiable market inside the United States is that the dimensions of its economy approach those of Sweden (Table 1, page 813, and that it is still growing fast. The growth predictions in Table 2, page 813, provided by a conservative banking economist, indicate that the boom is not a temporary phenomenon. What is happening here is a repetition on a smaller scale of the Californian boom some years ago.

The main, but not exclusive, reason for this startling growth is the great expansion of activity of the Boeing Company, now the largest manufacturer of commercial aircraft in the world. With headquarters and multiple facilities in and around Seattle and a local labour force of 95,000, Boeing has not only had phenomenal success with the 707, 727 and 737 series, but is also about to roll out the first versions of the ambitious Jumbo jet (747), an aircraft whose operation is demanding the expansion of all major airport facilities throughout the world. The company is establishing industrial pre-eminence in the American space programme. By any standard it is one of the world's giants; net sales in 1967 ($2,879 million) began to approach those of ICI; its current backlog of orders is worth $5,892 million.

The sceptical may object that the aerospace business is of high risk and that bust can follow boom. All I can report now is that, with decreasing reliance on military contracts, there is a mood of strong confidence. Boeing stockholders point out that the order books stretch over seven years, that the world's airlines have confidence in the product, that Boeing is used to taking risks, and, anyway, is superbly managed with a financial wizard (Bill Allen) at its head.

There has also been expansion in four major industries, shipbuilding, machinery (including electronics), aluminium and nucleonics. Millions of dollars are being invested in the great Hanford Atomic Project to develop supplemental activities and commercial applications of fissionable materials. There has been a reverse in the decline in employment in forest products and the

Aerial view of the Port of Seattle's East Waterway opening out to Elliott bay with downtown Seattle in the background. In the foreground is the Port's multi-million dollar container-handling facility, which is currently under construction.

food processing industry, and the Boeing expansion has, of course, brought a sympathetic upsurge in the service industries. Land values are rocketing as the new supermarkets, office blocks, hotels and apartment houses are rushed to completion. Seattle is the headquarters of the world's third largest hotel chain, Western International, who have recently announced a link-up with Trust House of Britain. It is also an important banking centre; several of the major Seattle banks have branches in Asia, and one has recently opened a City branch to exploit the Euro-dollar market.

Some sectors of British industry are alive to the prospects of expanding exports to the area. In the past two years British machine tools in excess of $6 million have been sold here. In the past 12 months the BNEC, the SBAC, the SBBNF and the Glasgow Chamber of Commerce have organized missions to Seattle, and the National Association of Church Furnishers participated in a joint venture at the 62nd Episcopal General Convention which was attended by the Archbishop of Canterbury. In the first six months of 1968 the number of British business visitors to my office increased threefold over the same period last year. Three British firms have thought it worthwhile to open offices, staffed by British executives. Others commute regularly on the direct non-stop London-Seattle flights.

(Continued on next page)

This is encouraging, but more remains to be done. British goods have a good reputation in this area for quality, design, innovation, and in many instances price. Where we sometimes fall down is in marketing. Some firms imagine they can cover this area either through agents located in other regions of the United States or Canada, or even by remote control from the United Kingdom. One influential importer asked me the rhetorical questions:

> 'If a North Country manufacturer wants to launch a new product in the London area, would he try to do it by appointing an agent by post or would he go there, study the market and then organize a proper marketing production? How, then, can he expect to do business effectively in this market without visiting it?'

The implications of this statement do not, of course, have universal application. Some types of product can be sold effectively through United States national, rather than regional, distributive agencies or franchises (e.g. wines and spirits, pharmaceuticals, toilet preparations, etc.), but to sell most capital and many consumer goods the British explorer must be prepared to visit and study the market personally, to treat it as a regional market in which separate local representation and, in many cases, an aggressive local marketing campaign are required. Importers of a wide variety of products complain that 'some British seem to think the United States stops short at the Appalachian mountains'. They add that it is our foreign competitors whose salesmen are most in evidence, and point out that giving a sole franchise to one agent for the whole of the United States is a tactical and expensive error because (a) few East Coast agents penetrate the West Coast effectively, and (b) in any case the East Coast agent 'often gets his commission for nothing' and adds to the end price. The same considerations normally apply to the use of a Canadian agent to cover a sector of the American market. Some American distributors, particularly of consumer goods, do not seem anxious to work as sub-agents to a main Canadian agent, and it is doubtful whether a busy Canadian agent can really spend the time, money and energy required to cultivate the American side of the border effectively. Although the supply of non-capital items, whether industrial or consumer goods, to the United States from stocks already in Canada is not out of the question, it raises the price since goods of foreign origin exported from Canada to the United States require a declaration that all Canadian duties and taxes have been paid and included in the declared value. It is true that a drawback of the amount of Canadian duty paid can be claimed after a period of time by the Canadian importer, but this involves complicated paper work and is administratively inconvenient. Furthermore, the import of British goods into the United States through Canada requires the services of a sub-agent or customs broker in the United States port which, with the Canadian agent's commission added, increases the price and lowers the competitiveness of the product.

What can Britain sell in this area? Experience so far suggests

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that the following fields offer the best prospects for British manufacturers and exporters:

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Some metals (especially exotic alloys);
Forgings and extrusions;
Scientific and other instruments;
Domestic vehicles, including motor cycles;
Boats and accessories;
Forestry and mining equipment;
Sports equipment;
Apparel and textiles;
Speciality food and drink;
Toys and giftware;
Chinaware and glass.

In addition, the value of contracts to be obtained from public authorities is considerable, and in this area tenders are issued by the Bonneville Power Administration, the United States Army Corps of Engineers, and the United States Bureau of Reclamation, as well as various municipal and port authorities. Machinery already exists for notifying British firms of these opportunities.

Now is the time

The time to explore this market is now, while it is relatively small and manageable and while export opportunities are more easily identifiable. The president of a leading Seattle bank summarized the situation as follows: 'The East Coast and Californian markets are vast, complex, highly competitive and tough to break into. The North-west is growing fast but is still in some ways a "cosy" market. People can still get in on the ground floor on a modest basis without too heavy an outlay, and once in they can grow with it.'

Table 1. The United States Pacific North-west and British Columbia as potential markets – compared with Sweden

1967 TRADE WITH BRITAIN

	Population (thousands)	Personal incomes ($ million)	Retail sales ($ million)	UK Exports to: ($ million)	UK imports from: ($ million)
PACIFIC NORTH-WEST (i.e. States of Washington, Oregon, Idaho and Montana)	6,486	20,609	13,553	25.0*	85.0*
BRITISH COLUMBIA	1,947	4,980	2,539	64.0	210.0
SWEDEN	7,894	14,328†	5,631†	603.7	681.0

* Figures based on US Customs' port statistics, including an estimate for overland transportation of goods.
† 1966 figures.

Table 2. Pacific North-west: economic projections* (States of Washington, Oregon, Idaho and Montana)

	Population (thousands)	Personal incomes ($ million)	Retail sales ($ million)
1960	5,964	13,290	7,882
1967	4,486	20,609	13,553
1975	8,000	34,361	17,881
1985	9,884	63,819	31,444

* Extracted from figures supplied by Economic Research Department, Seattle-First National Bank.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

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Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

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Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
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North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
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President speaks on industrial structure of Scotland

'THE INDUSTRIAL STRUCTURE of Scotland is undergoing a fundamental change which is of crucial importance to its future development,' said Mr. Anthony Crosland, President of the Board of Trade, speaking to the Aberdeen Chamber of Commerce on September 20. The President said that, faced with the inevitable decline in the basic industries and the need to reduce dependence on them, it had been a major pre-occupation over the years even to hold employment at existing levels. There was evidence that the decision to designate virtually the whole of Scotland a Development Area was having its effect.

'Furthermore, in creating the Special Development Areas we have recognized the special needs of those areas severely affected by colliery closures,' continued the President. 'The powerful incentives we have introduced must, of course, be given time to make their full impact. But I believe 1967 was a significant year: it was an extremely difficult year for the country as a whole, and yet the rate of unemployment in Scotland actually improved relative to the rest of Great Britain. During that same period, industrial development certificates were issued at an increasing rate in Scotland, there was a marked advance in the building of advance factories, and inquiries from firms interested in moving to Scotland reached record levels.'

The President went on to say that a particularly encouraging change was taking place in manufacturing industry. Although the proportion employed in Scottish manufacturing industry had remained constant, there had been significant changes within that sector. For example, the decline in employment in some fields – such as locomotive, shipbuilding and marine engineering – had been almost completely offset by corresponding increases in employment in the newer industries – notably motor vehicles, non-electrical and electrical engineering. Other important new industries such as electronics, office machinery and synthetic textiles were also making their presence felt. 'This is tangible progress, and I think that the Board of Trade can claim some part of the credit for it,' said the President. 'One person in every eight employed in manufacturing industry in Scotland works in a Board of Trade factory; we have provided 36 industrial estates, and 61 factories throughout Scotland employing 93,000 people.

'I turn now to the economic prospects for the North-east region. By comparison with some regions in Scotland, the North-east is relatively prosperous. In fact, over the last three years, the gap between the unemployment rate in the North-east and Scotland as a whole had been widening quite sharply in the North-east's favour. However, the fact remains that you have weaknesses in the industrial structure here as elsewhere – declining basic industries, continuing migration of the working force, and a lack of growth in manufacturing industry. It is going to be a long haul to cure these weaknesses. We all wish in particular that our efforts to attract new industry to the region could have met with more success. There is no single reason why they have not done so. Understandably, industrialists weigh all their options with extreme care. Local considerations such as the labour situation, the state of communications, and the nature of existing industry are as revelant as Government financial incentives. In North-east Scotland, for example, we are faced with the problem of a relatively scattered and declining working population. Since 1951, the working population has fallen by 3.2 per cent, and only limited areas can provide a substantial manufacturing labour force. I share your anxiety over this situation, which creates an inherent difficulty for any plans to introduce new industry on a significant scale to North-east Scotland.

'There is certainly a duty on the Government to do all it can to help, and we have done a great deal. In the last four years the Board of Trade has helped almost 400 firms in this area at a cost of close on £3 million, and we estimate that this will provide 6,000 jobs. Over the past six years, six advance factories have been approved – two in Aberdeen, and a further land has been acquired for industrial development. The number of industrial development certificates issued in the North-east in 1967 was, with one exception, the highest in any year since 1960 – the figures for 1968 are, so far, even more encouraging. As you know, I announced last July the go-ahead for the aluminium smelter at Invergordon with substantial Government assistance; this, of course, is beyond the Highland Line but I know that you will wish that project every success. So we can report some progress, but knowing that more still remains to be done.'

President at Australia Club luncheon

MR. ANTHONY CROSLAND, President of the Board of Trade, proposed the toast of Australia coupled with the name of Mr. Williams McMahon, the Federal Treasurer, at a luncheon given in his honour by the Australia Club at the Savoy Hotel, London, on September 24.

Mr. McMahon was in London for the meetings of Commonwealth Finance Ministers on September 25 and 26.

A report of the President's speech and the communique about the Finance Ministers' meetings will be given in next week's issue.

Monopolies Commission's report on supply of clutch mechanisms for road vehicles

THE BOARD OF TRADE received the Monopolies Commission's report on the supply of clutch mechanisms for road vehicles on September 20. It will be laid before Parliament and published as soon as possible.

Notes: The reference to the Monopolies Commission was made on December 12, 1966. The Commission were asked to investigate and report on the supply in the United Kingdom of clutch mechanisms for road vehicles and of parts of such mechanisms.

The Board of Trade are required by Section 9 of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, to lay reports of the Monopolies Commission before each House of Parliament. When Parliament is not sitting the obligation to lay a Monopolies Commission report before Parliament is discharged under Section 10 of the Monopolies and Mergers Act, 1965, if the report is presented as a Command Paper.

Appointment to the Textile Council

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mrs. Caroline Miles to be an independent member of the Textile Council.

Notes:

Mrs. Caroline Miles is on the staff of the Royal Institute of International Affairs. She has an extensive knowledge of the textile industry and is the author of a study issued earlier this year under the auspices of the National Institute of Economic and Social Research entitled 'Lancashire Textiles – a Case Study of Industrial Change'. Mrs. Miles is taking an active part in the Textile Council's study of productivity and efficiency in the cotton textile industry.

The appointment of Mrs. Miles to the Textle Council is for the period from October 1, 1968, to March 31, 1969. She will be taking over as an independent member from Mr. James Broatch, CBE, who is retiring from the Council. Mr. Broatch, who has served both the Textile Council and the Cotton Board as deputy chairman, agreed earlier this year to stay on as deputy chairman of the Council for a further period of six months to assist the new chairman, Sir James Steel, CBE, JP, to settle into his job. The office of deputy chairman is to be discontinued at least for the time being.

The Textile Council is the Development Council for a wide sector of the British textile industry, which includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn, and warp knitting. The Council consists of eight employer members, six trades union members, and three independents, one of whom must be the chairman.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are availab'e. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Appointments to Committee on Consumer Credit

MR. ANTHONY CROSLAND, President of the Board of Trade is appointing the following to be the members of the Committee on Consumer Credit: Mr. A. H. Carnwath, Professor G. Clayton, Mr. C. H. Colton, Mr. R. M. Goode, Lord Hirshfield, Mr. K. C. B. Mackenzie, Mrs. M. Miller, Mr. D. G. Steen.

Mr. Crosland announced in the House of Commons on July 2, that, in consultation with the Chancellor of the Exchequer, he was appointing a Committee under the chairmanship of Lord Crowther to make a wide ranging inquiry into consumer credit.

The Committee will be holding its first meeting shortly.

The Committee's terms of reference are:

(i) to inquire into the present law and practice governing the provision of credit to individuals for financing purchases of goods and services for personal consumption;

(ii) to consider the advantages and disadvantages of existing and possible alternative arrangements for providing such credit, having regard to the interests of consumers, traders and suppliers of credit including depositors;

(iii) to consider in particular whether any amendment of the Moneylenders Acts is desirable; and

(iv) to make recommendations.

New members of Prices and Incomes Board

MRS. BARBARA CASTLE, First Secretary of State and Secretary of State for Employment and Productivity, is to appoint two new part-time members to the National Board for Prices and Incomes. They are Mr. G. F. Young and Admiral Sir Desmond Dreyer. The appointments of Mr. R. G. Middleton and Dr. Joan Mitchell, who have been part-time members of the board since its establishments in April 1965, terminate during October. The appointment of Mr. W. B. Reddaway has been renewed for a further year.

Dye and pigment prices referred to PIB

THE FIRST SECRETARY and Secretary of State for Employment and Productivity and the Board of Trade on September 18, referred to the National Board for Prices and Incomes for examination the question of manufacturers' prices of synthetic organic dyestuffs and organic pigments. This follows notification to the Board of Trade from certain manufacturers of proposals to increase prices.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Buyers from Wedgwood's leading Australian account, David Jones Limited, on a visit to the Wedgwood factory at Barlaston, Staffordshire. Left to right are Mr. David Marten (deputy sales manager, Wedgwood), Mr. Bob Eurell (David Jones, London), Mr. Kevin Jurgens (David Jones, Sydney) and Mr. William U. Lydeard (general sales manager, Wedgwood).

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 11.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	Dimethyl ether . .	As in previous column .	December 31, 1968	13213
29.34	Phenylphosphinic acid .	As in previous column .	December 31, 1968	13214
29.35	3 - Amino - 5 - morpholinomethyl - 2 - oxazolidone	3 - Amino - 5 - (N - Morpholinyl) methyl - 2 - oxazolidone	December 31, 1968	13212
	N - Benzothiazol - 2 - yl - *NN'*-dimethylurea	As in previous column .	December 31, 1968	13201
	Diazoxide . . .	As in previous column .	December 31, 1968	13209

The third item of applications for temporary exemption from import duty on page 760 of last week's issue of the *Board of Trade Journal* should read:

Ex 05.15 (D) Sand eels (Ammodytes) 10171

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1969 on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.12	2-Chlorobenzaldehyde	8244
	4-Chlorobenzaldehyde	8234
	2, 6-Dichlorobenzaldehyde	5376
29.22	1, 2-Diaminoethane	8201
	Diethylenetriamine	5890
29.23	Glycine	10336
29.35	1-(2-Aminoethyl)piperazine	5896
	Morpholine	10331
	Piperazine, anhydrous	2338

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

London firm to establish new factory at Caerphilly

THE BOARD OF TRADE announce that F. A. Norris & Co. Ltd., a member of the Norris Group of Companies, are building new factory premises at Caerphilly and plan to be in production in the spring of next year.

F. A. Norris & Company was founded some 60 years ago and its main factory is at Morden in Surrey and there are branches at Birmingham, Bristol, Ipswich, Manchester and Newcastle-on-Tyne. Their main activities are to provide a comprehensive service to the heating, oil, and chemical industries, manufacturing prefabricated pipework, steel walkways, access ladders and general constructional steelwork. The company is actively concerned in expanding its export activities and has recently carried out major contracts in various parts of the world including Kuwait, Sweden and the Far East.

The company propose that their new works at Caerphilly will eventually become their main centre of operations and that a considerable number of new jobs will be provided when the new factory is fully operational. Financial assistance is being granted to the company by the Board of Trade under their scheme for the Development Areas and F. A. Norris & Company have warmly acknowledged the co-operation they have received from the Board of Trade and Caerphilly Council on whose Western Industrial Estate the factory is being built.

Aberdeen advance factory for children's wear manufacturer

THE BOARD OF TRADE'S 27,973 sq. ft. advance factory at the Craigshaw Industrial Estate, Aberdeen, has been allocated to Ladybird (Scotland) Ltd., manufacturers of children's wear. This was announced on September 20, in Aberdeen by Mr. Anthony Crosland, President of the Board of Trade, during a two-day visit to North-east Scotland.

The company, a subsidiary of Pascolds Ltd., already has factories in Glasgow and Coatbridge. It is estimated that the Aberdeen factory will provide about 240 new jobs (approximately 10 per cent for men) within the next three years, with the possibility of a further expansion thereafter.

Perth's drive for industry

PERTH TOWN COUNCIL despatched nearly 3,000 brochures on September 16 to individually-named industrialists in the South and Midlands of England, as part of an intensive campaign to attract new industry to the city. Each brochure was accompanied by a personal letter from the Lord Provost Mr. D. K. Thomson and a reply-paid postcard with which the recipient can ask for more details concerning the facilities which the city can offer incoming firms. The council are also mounting an advertising campaign in national, business and financial publications which will last until the end of October. A further 9,000 brochures are being distributed by British Rail in the first class compartments of Pullman trains running between London and Brighton, Bristol, Manchester, Coventry, Birmingham and Wolverhampton.

New Massey-Ferguson factory near Liverpool

A THIRD NEW FACTORY is to be developed at Knowsley, near Liverpool by Massey-Ferguson as part of the $30 million expansion of its industrial and construction machinery range. The new factory will produce tractor-based units. It will be the company's fifth factory in the United Kingdom. Work on a 130,000 sq. ft. 'first stage' plant will begin on the new site later this year for completion by 1970.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Bank rate cut

THE BANK OF ENGLAND announced on September 19, that, with the approval of the Chancellor of the Exchequer, they have decided to change the rate of discount from 7½ per cent to 7 per cent.

Sugar factory for the Philippines

THE Export Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract for the supply, installation and supervision of erection of a cane sugar factory, and machinery to extend and improve sugar cane plantations on the Island of Panay, Philippines.

The contract is between Mirrlees Watson Co. Ltd. and Passi (Iloilo) Sugar Central Inc. The loan, which is worth £6.7 million, has been arranged by Antony Gibbs & Sons Ltd. on behalf of six English and Scottish banks. It is repayable over 10 years.

Scottish group return from United States

SENIOR REPRESENTATIVES from the Scottish electronics industry have returned after three weeks in the £1,000 million West Coast electronics market of the United States with prospects of securing substantial orders. Ten companies from Scotland took part in the visit as part of 'Electronic Development Project 1968' organized by the Scottish Council (Development and Industry).

Mr. Iain Macdonald, a Scottish Council executive who accompanied the group, said that as a straight business drive, the visit was certain to pay off handsomely. 'Some members of the group have been asked to quote for large contract items while others are investigating the possibility of joint ventures and licensing agreements with United States firms,' he said. 'An equally important result of the trip, particularly in the longer term, is that the group has returned to Scotland with new ideas stimulated by the advanced techniques now being used on the West Coast.'

Good prospects for British exports to Greece

THE BIG industrial expansion envisaged by the Greek National Plan will undoubtedly offer good export prospects for British Industry. This is the conclusion of a report, 'Greece – a Survey for Businessmen', published last week by the London Chamber of Commerce following the visit of a trade mission from the Chamber of Greece in April.

Pointing out that, to some extent, Greece has been neglected by British exporters the report urges immediate steps to change this. The National Plan introduced in January this year calls for a massive development of Greek industry and, despite the difficulties over foreign investment, Britain should be able to sell plant and machinery, 'know-how', marketing, and luxury consumer goods.

To establish better trade relations between Britain and Greece the London Chamber of Commerce has formed a Greek section, chaired by Mr. Richard Odd, managing director of Lansing Bagnall, and plans are being drawn up for further British trade promotions in Greece. A trade mission from the Athens Chamber of Commerce is to visit Britain from October 6 to 13 as the guests of the London Chamber.

Copies of 'Greece – a Survey for Businessmen' are available, price 12s. 6d., from the Publications Department, London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

CBI regional study

THE Confederation of British Industry published its study on Regional Development and Distribution of Industry Policy on September 23. Inquiries should be made to the CBI, 21 Tothill Street, London, S.W.1 (Tel. 01-930 6711).

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For full details about grants, sites, available labour, housing amenities—and for facts from industries that have already selected the North East for their own expansion post the coupon now.

To Fred M. Dawson, OBE, Director, The North East Development Council, 20 Collingwood St. Newcastle upon Tyne, NE1 1JT. Tel. 610026. Please send information as described above.

Name .....

Address .....

.....

Company or position held .....

.....

.....

The North East Development Council represents the following planning authorities: Darlington, Durham, Gateshead, Hartlepool, Newcastle upon Tyne, North Riding of Yorkshire, Northumberland, South Shields, Sunderland, Teesside and Tynemouth.

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BBDC 27

Visits by British overseas commercial representatives during the period to December 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

INDIA (Calcutta)	R. G. MARLOW First Secretary (Commercial)	November	In present post since 1967
SPAIN (Madrid)	A. W. D. EVES First Secretary (Commercial)	November/December	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of September 13, see also page 813 of this issue.) Those firms and organizations other than in the Eastern Region and the London and South-east Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on September 13 should be amended as follows:

GERMANY – Hamburg: *amend* telex number to '203-02-13562'.

NORWAY – Bergen: *delete* 'Miss F. M. Young, Consul, British Consulate' and *substitute* 'Mr. G. C. Littler, TD, Consul-General, British Consulate-General'.

SPAIN – Madrid: *amend* telephone number to '419-0200'.

Productivity aids for management

THE BRITISH Productivity Council announce that more than 40 management subjects and 500 events are in their new programme of seminars, symposia, work study conferences and courses, available through its 143 local productivity committees and associations, from now until next June. Copies of the programme can be obtained from the BPC, Vintry House, Queen Street Place, London, E.C.4 (Tel. 01-236 9613).

British plastics machinery manufacturers to go metric

THE ENGINEERS GROUP of the British Plastics Federation, following a meeting in London on September 12, has embarked on the co-ordinated change to the use of the metric system and intends that by 1975 it will – in line with national policy – be fully metricated. A new Committee has been set up under Mr. G. K. Johnston of Cravens Machines Limited with other members drawn from the country's leading plastics machinery manufacturers.

Inquiries about the new Committee should be made to Mr. S. R. L. Whalley at the British Plastics Federation, 47 Piccadilly, London, W.1.

The EFTA Working Party on Regional Development, which is a committee of the Economic Development Committee of the European Free Trade Association, visited Britain from September 4-9. At the end of their visit, the Working Party was received by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade. Picture shows (from left to right): Mr. Kevin Allen (Consultant attached to EFTA Secretariat), Mr. Juhani Ristimaki (Finland), Mr. Tage Levin (Sweden), Mr. Anthony Peck (Second Secretary, Board of Trade), Mr. James Darragh (United Kingdom, chairman of the Working Party), Mrs. Dunwoody, Mr. Harald Ross (Norway), Mr. Odd Ragnar Hansson (Norway), Mr. Carlos Picado Horta (Portugal) and Mr. Eivinn Berg (Co-ordination and Development Department, EFTA Secretariat).

Aviation and Shipping

Exchange control: purchase of ships and aircraft

HM TREASURY announced on September 20 that from that date applications from United Kingdom residents for foreign currency to buy ships, boats and aircraft that will be operated by non-residents must in certain circumstances be referred to the Bank of England for scrutiny. Revised instructions to this effect have been sent to authorized banks.

The new procedure applies in the case of craft which will *not* be imported into the United Kingdom or registered in the United Kingdom, or which will *not* be operated by either the buyer or other residents of the Scheduled Territories.

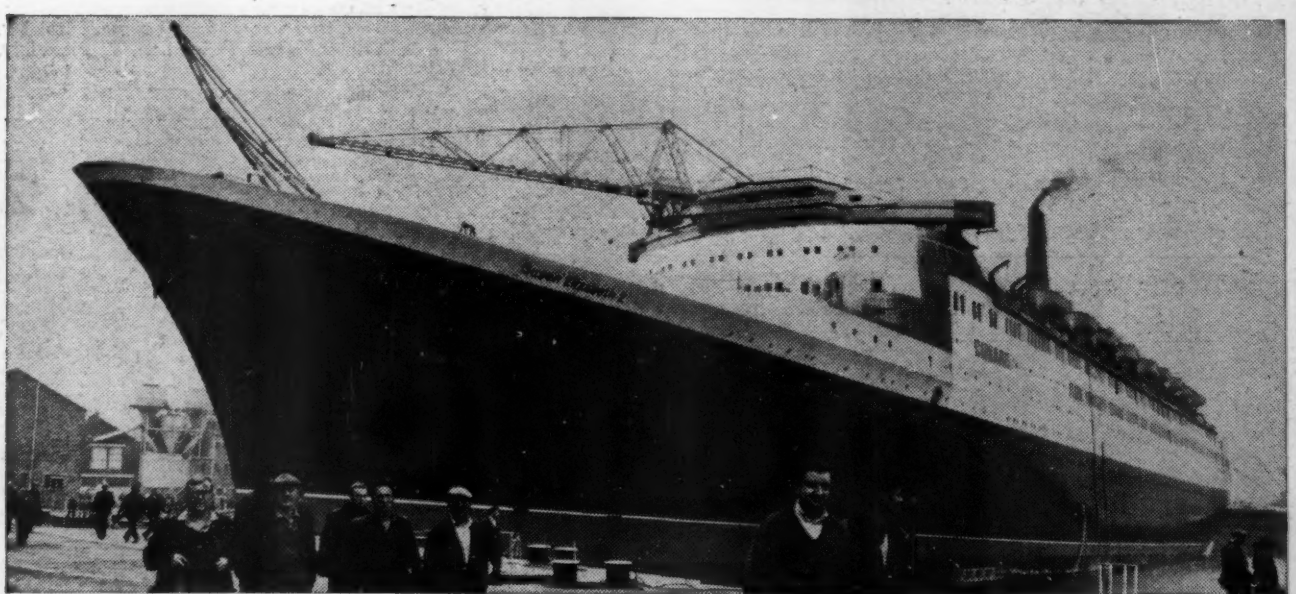
In such cases, when a United Kingdom resident applies for foreign exchange to buy a craft for charter, lease or sale on long-term credit to non-residents, consent will be given provided that the balance of payments is not adversely affected – i.e. payments to the supplier of the craft must be at least matched by receipts in foreign currency from the chartering or instalment payments. Consent will be given for foreign currency borrowing if that is necessary to bridge a gap between payments and receipts.

United Kingdom residents will be able, as before, to buy without restriction for their own use foreign-built craft covered by an import licence. The normal chartering business of United Kingdom ship and airline operators will not be affected.

Note:

Some financing arrangements could be tantamount to long-term lending by United Kingdom residents to non-residents to enable the latter to buy, lease or operate foreign-built craft, particularly aircraft. The new rule is designed to ensure that, where such transactions take place, they are financed without net cost to the United Kingdom foreign exchange reserves.

Mr. Stephen Swingler, Minister of State at the Ministry of Transport, performing the official opening of a £250,000 tidal model of the Humber estuary for the British Transport Docks Board at Hull, on September 20. The 337 ft. long model, which accurately represents a 55-mile stretch of the Humber from a point nine miles seaward of Spurn Head to the confluence of the Yorkshire Ouse and the River Trent, is claimed to be one of the largest hydraulic models of a river estuary in Europe. It will be used for a period expected to be as long as 20 years, for experiments connected with harbour and navigation projects and problems of flooding, siltation and pollution, as well as to determine the long-term trade potential of one of the country's largest estuaries.



Dockyard workers leaving the new 'Queen Elizabeth 2' at the end of their shift. Smoke can be seen coming from the slender smokestack of the liner in the fitting-out basin as tests proceed on the main machinery and boilers. The new Cunard liner, launched just a year ago at John Brown's famous shipyard on Clydebank, is well on the way to completion, and is due to leave the yard in mid-December. The 65,000 ton liner, costing between £28,000,000 and £30,000,000, will be the fastest and most powerful twin screw liner in the world.

A consignment of 1,000 Parnall TD 67 tumbler dryers, recently left the Parnall, Yate, production centre of the Electrical Division of Radiation Limited, for Holland. The dryers, part of a total Dutch order of 5,000, were transported by the container service operated by Geest Industries Limited. Radiation International Limited, the firm which exports all Radiation group products, has been making increasing use of this form of transportation during the past year.

Interim report of the Committee of Inquiry on Trawler Safety

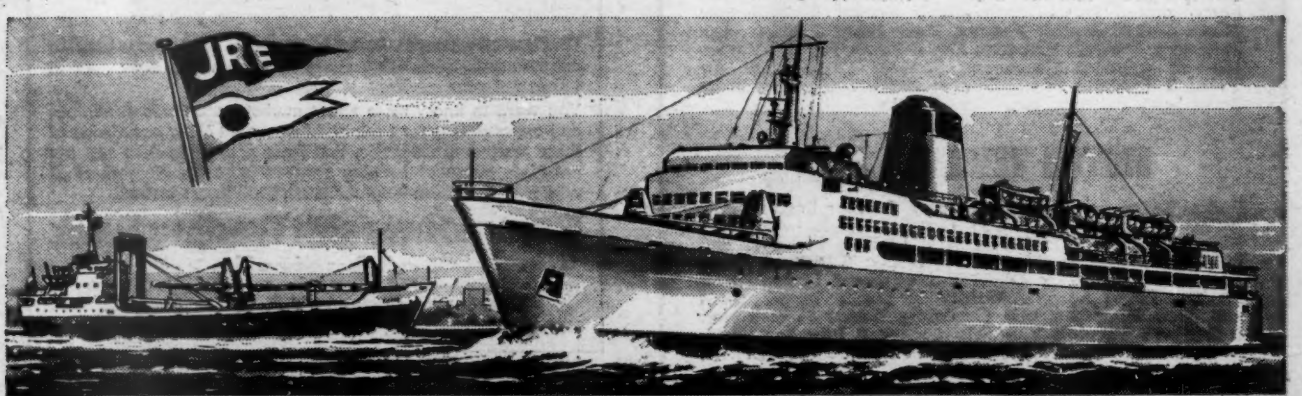
THE INTERIM REPORT of the Committee of Inquiry on Trawler Safety, Command 3773, will be published at 2.30 p.m. today (Friday, September 27) and will be available at that time from HMSO, 49 High Holborn, London, W.C.2, and branches, price 1s. 9d. (post free 2s.).

It will also be available at the same time from: A. Brown & Sons Ltd., 24/26 George Street, Hull; Wyllies, 247 Union Street, Aberdeen; Board of Trade Mercantile Marine Office, Murray Street, Grimsby, Lincs; Customs House, Station Road, Fleetwood, Lancs; Mercantile Marine Officer, Customs House, Lowestoft.

The terms of reference of the Committee were announced on February 28, 1968 and are to examine the major factors affecting the safety of deep sea trawlers and their crews and to make recommendations.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.



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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
October 1-4	Vehicles, earth moving and lifting equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

7 Princess limousines; Morris 'Mini Minor' saloons, commercial utility vans and 'minibuses'; Ford 'Zephyr', 'Consul', 'Popular' and 'Escort' saloons; Hillman 'Huskys'; Vauxhall 'Victor' saloons; Standard 'Ensign' estates; Land Rovers; commercial vehicles including AEC 'Matadors' and 6-wheeled trucks; Leyland 'Hippo' trucks; hydraulic tippers; Diamond 'T' tractors; amphibious DUKW's; Thornycroft tractors, fitted fifth wheel; Scammell breakdown vehicles and tractors; Morris 200 gall. water tankers; excavators by Blaw Knox, NCK, Ransomes & Rapier, Ruston Bucyrus & Smiths; mobile cranes by Coles, Hyster, Jones, Morris, Neals and Taylor; Fork Lift trucks; loading shovels; graders; scrapers; dumpers; Ford 'Snogo' snow ploughs; grit spreaders; coaches (5-36 seats); trailers 10 cwts—50-tons capacity including 50-ton transporter trailers; solo and combination motor cycles by BSA, Douglas 'Vespa', Matchless and Triumph.

October 9	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Miscellaneous aircraft instruments, tyres and spare parts; MT spares; plant and equipment; hydraulic and screw jacks; machine tools; electrical spares; amosite asbestos covering and insulation boards; binoculars; wrist watches; scrap metals, webbing, leather, cordage, canvas and mixed rags; clothing including greatcoats, khaki shirts, denim and battle dress blouses, jerseys, gloves, rubber boots; a large quantity of ankle boots and blankets; office and domestic furniture and other general stores.

October 17	Surplus plant and stores	The County Hall, Botchergate, Carlisle.	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).

MT spares including quarter lights; rear vents; door windows; brake linings; carburettors; filler caps; servo assemblies; clutch spares; fuel pumps; steering valve asesmblies etc; machine and hand tools including grinding machines; arbor press; flexible drive unit; electrical items including oscilloscopes; test sets; generators; power units; transformers; receivers; modulator units; electric motors; battery chargers; electronic valves; fans; drills; cable etc; gyro units; stop and pocket watches; aircraft and other clocks; binoculars; barometers; telephone equipment; fire pump hoses; sewing machines; tool boxes; paint spraying equipment; teleprinter paper etc;

October 22-24	Technical and miscellaneous stores	The Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt, (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

2-ton industrial trucks; fork lift trucks; generating sets; charging sets; fire pump trailers; oxygen cutting and welding sets; miscellaneous wireless and communications equipment and spares; motor vehicle spares; hydraulic and other jacks; gravity rollers; machine tools; hand tools and tool kits; binoculars; watches; theodolites; photographic equipment; electronic equipment; 4 and 2-way steel pallets; metal safes; musical instruments; amosite and asbestos pipe lagging; clothing and textiles including large quantities of white and coloured blankets; raincoats; dress trousers; BD and serge trousers and blouses; woollen jerseys; drill shorts; shirts; vests; carpets; canvas and web haversacks and packs; large quantity aircraft and MT tyres; scrap webbing, canvas, mixed rags etc; large quantities of furniture; kitchenware and general stores.

[1] **Catalogues available from relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).**

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at STIRLING on October 9, and at WINCHESTER on October 22 to 24, 1968. Most lots will not exceed 200 pairs and will be lotted in sizes. Catalogues, price 1s. 0d. (postal order only) from auctioneers:
STIRLING: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.
WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

ARMY SURPLUS VEHICLES IN HONG KONG

During the course of the next nine months a quantity of Surplus British Army vehicles will become available for sale in HONG KONG. Approximate quantities are:—

Truck ¼ ton	90
Truck ¾ ton	30
Truck 3 ton	90
Trailer ½ ton	220
Trailer 1 ton	130

Collection and shipping arrangements will be the responsibility of the purchasers. Export from Hong Kong is subject to control and licenses will be required. Private Treaty sales will be considered.

For further details write to: Command Secretary, Headquarters Land Forces, Hong Kong, British Forces Post Office 1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Oct. 8	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+21	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+29	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+79	+47
1965	129	132	155	148	126	..	160	130	169	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	161	183	163	+199	+129	+30	+ 6
1967	132 (1)	133	169	164	131	101	171	128	166	200	185	+101(1)	— 47	—30	+10
1967															
1st quarter	132	132	165	160	129	100	165	127	163	189	174	+ 37	— 8	— 7	+14
2nd quarter	132	133	168	161	129	100	174	133	174	196	185	+ 46	+ 12	—11	+14
3rd quarter	133	133	171	165	132	102	172	125	164	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	163	207	194	+ 50(1)	— 32	+ 5	+ 2
1968															
1st quarter	136 (1)	137	177	175	139	106	176	120	181	208	194	—126(1)	—129	+ 3	+46
2nd quarter		138				102		124*	173*				+ 97*	+15*	Nil
1968															
February		137				105									
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956				1958	1958	series shown in £ million
Value in base year, £m.			—		—	—	—	Series shown in thousands			3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	315	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—107
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—302
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·7	550	180		201	180	—169
3rd quarter								580*	182*				
1968													
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138*	125*	125·5	+5·3	122·1	141·5*	186·7	580	180		210	188	
August			125·7	+5·7	122·2*	141·5*	187·2	585	179		210*	198*	
September								576*	186*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Index of industrial production for July

THE PROVISIONAL INDEX of production for July 1968, prepared by the Central Statistical Office was 139 (seasonally adjusted). For manufacturing industry alone the figure was 140.

For the three months May to July 1968 it is provisionally estimated that production as a whole was 0.9 per cent higher than in the preceding three months, February to April 1968; for manufacturing industries alone there was an increase of 1.1 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·3	124	118	136	171	146	175	134	153	74	121	110
Unadjusted:														
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	119	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	116	136	162	131	167	121	142	73	102	101
4th quarter	139	91	139	128	123	137	174	149	178	140	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	186	141	159	72	131	125
2nd quarter	140	85	142	127	119	142	183	162	186	141	156	72	136	124
1968 May	143	92	145	130	122	144	185	159	189	143	160	72	136	127
June	140	79	144	130	119	150	182	170	184	147	164	71	143	123
July (prov.)	129	75	131	122	115	136	171		173	130	150	71	115	105
Seasonally adjusted:														
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	134	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	136	85	136	125	119	135	175	147	179	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	72	126	119
2nd quarter	138	82	140	124	118	134	180	157	184	138	157	72	126	121
1968 February	137	84	138	126	122	135	175	141	180	136	154	72	125	117
March	138	85	140	125	119	136	177	147	182	139	154	72	134	123
April	137	83	139	122	118	130	182	149	187	136	155	72	123	122
May	138	83	139	123	117	134	180	154	184	138	156	72	127	119
June	139	81	142	126	118	139	179	168	181	141	161	71	129	123
July (prov.)	139	81	140	124	118	133	179		182	138	157	72	126	123
Feb.-April (av.)	137	84	139	124	120	134	178	144*	183	137	154	72	127	121
May-July (av.) (prov.)	139	82	140	124	118	135	179	157*	182	139	158	72	127	122

(Continued on next page)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, September 20, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Gold is Where You Find It	Br/E 33534	27	September 20	Monarch Film Corp. Ltd.	Chairene Productions Ltd.
Look at Life Series 38: *Single-handed Sailors*	Br/E 33535	10	September 20	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 2049	Br/E 33353	8	September 20	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2049A	Br/E 33354	8	September 20	" "	" "
Pathe News 68-75	Br/E 33405	7	September 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-76	Br/E 33406	7	September 20	" "	" "
FOREIGN					
Barbra in Movieland	F 33532	10	September 18	Columbia Pictures Corp. Ltd.	Professional Film Services (for Columbia Pictures Corp.).
Survival	F 33533	70	September 19	Orb Productions Ltd..	Praesens Film, A.G., Zurich.

INDEX OF INDUSTRIAL PRODUCTION, *continued*

	Manufacturing industries (continued)															
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1967 1st quarter	122	122	122	116	113	92	128	150	156	139	112	145	150	138	182
2nd quarter	123	123	124	114	115	92	117	161	171	145	126	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter	120	119	126	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	94	131	162	173	146	131	157	168	144	199
2nd quarter	126	125	131	123	128	92	117	166	178	148	136	157	167	150	146
1968 May	127	127	130	125	132	97	117	175	184	161	146	165	172		153
June	127	125	138	123	129	93	117	161	179	135	138	149	170		125
July (prov.)	108	106	119	111	112	79	115	158	168	143	139	143			125
Seasonally adjusted:															
1967 1st quarter	119	119	119	115	113	90	124	152	160	138	121	143	152	142	154
2nd quarter	118	118	119	114	112	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	115	112	89	123	157	168	140	125	146	152	147	153
4th quarter	118	117	124	119	118	89	123	157	169	138	128	148	163	147	160
1968 1st quarter	121	120	125	124	125	89	126	162	174	144	139	151	166	146	168
2nd quarter	123	121	128	125	129	92	121	163	173	147	135	154	165	149	160
1968 February	121	120	123	122	125	88	123	164	175	147	139	153	164		172
March	122	121	127	128	129	90	132	166	180	146	138	150	168		168
April	121	120	124	124	130	92	117	163	173	147	133	157	165		156
May	121	120	124	123	126	92	122	166	173	154	141	154	165		169
June	126	124	135	127	132	93	123	160	173	140	130	150	165		155
July (prov.)	124	122	133	122	125	88	123	160	170	145	143	155			165
Feb.-Apr. (av.)	121	120	125	125	128	90	124	164	176	147	137	153	166*		165
May-July (av.) (prov.)	124	122	131	124	128	91	123	162	172	146	138	153	165*		163

*Latest available 3 months (January-March) and previous 3 months (April-June).

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during August 1968, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,209	1,209
£1,000 and under £10,000	—	441	441
£10,000 and under £50,000	—	80	80
£50,000 and under £100,000	—	8	8
£100,000 and under £1,000,000	—	4	4
£1,000,000 and above	—	—	—
Total number	—	1,742	1,742
Total amount of nominal capital	'000's £—	'000's £3,836	'000's £3,836

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal capital £'000's	Number	Nominal capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508	1,837	4,034
June	2,357	5,693	1,546	3,735
July	2,406	19,923	1,780	4,748
August	2,390	5,413	1,742	3,836
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

New companies registered in Northern Ireland

IN THE MONTH of August 1968, 23 private companies with a total nominal capital of £101,000, and one company limited by guarantee and not having a share capital, were registered in Northern Ireland.

During the period January-August 1968, 210 companies with a total nominal capital of almost £3,155,000, were registered, as compared with 176 companies with a total nominal capital of almost £1,232,000 in the same period of 1967.

Index of retail prices, August 1968

THE DEPARTMENT of Employment and Productivity announce that at August 20, 1968, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 125.7 compared with 125.5 at July 16. The principal changes affecting the index during the month were increases in the prices of cigarettes and tobacco and seasonal reductions in the prices of most fresh vegetables.

Business Monitor: Production series

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1,

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United Kingdom trade in August

An abbreviated version of this article was published in last week's Journal.

Exports

EXPORTS IN AUGUST rose to £537 million, seasonally adjusted, following £510 million in July.

While the increase in exports over the last two months is encouraging, the particularly sharp rise of £27 million in August may, however, be partly erratic. For example, the total included exceptionally sharp increases for diamonds and beverages.

Nevertheless, taken with the figures for recent months, the August total provides further evidence of a widely based and strongly rising trend of exports. In the three months June to August, exports averaged £513 million a month, over 5 per cent above the level in the period March to May.

Exports in June to August were 21 per cent higher by value than the average in the second and third quarters of 1967. Rather

Table 1A. United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 8
1967	419	537	533	15	— 45
1966 1st quarter	412	508		16	— 23
2nd quarter	397	492		16	— 33
3rd quarter	428	513		15	— 19
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 6
2nd quarter	428	530	525	15	— 37
3rd quarter	420	519	515	16	— 26
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 64
2nd quarter	489	642	634	17	— 73
March	489	658	652	17	— 93
April	488	650	645	18	— 85
May	483	660	648	15	— 85
June	493	615	608	16	— 50
July	510	672‡	665‡	19	— 81*‡
August*	537	671	652	19	— 30*
March-May	487	656	648	17	— 88*
June-August*	513	653	642	18	— 54*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
*Provisional estimates.
‡Revised estimates.

Table 1B

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
2nd quarter	503·0	645·6	17·0
July	530·4‡	699·5‡	19·4
August*	491·1	653·8	17·8

*Provisional estimates. ‡Revised estimates.

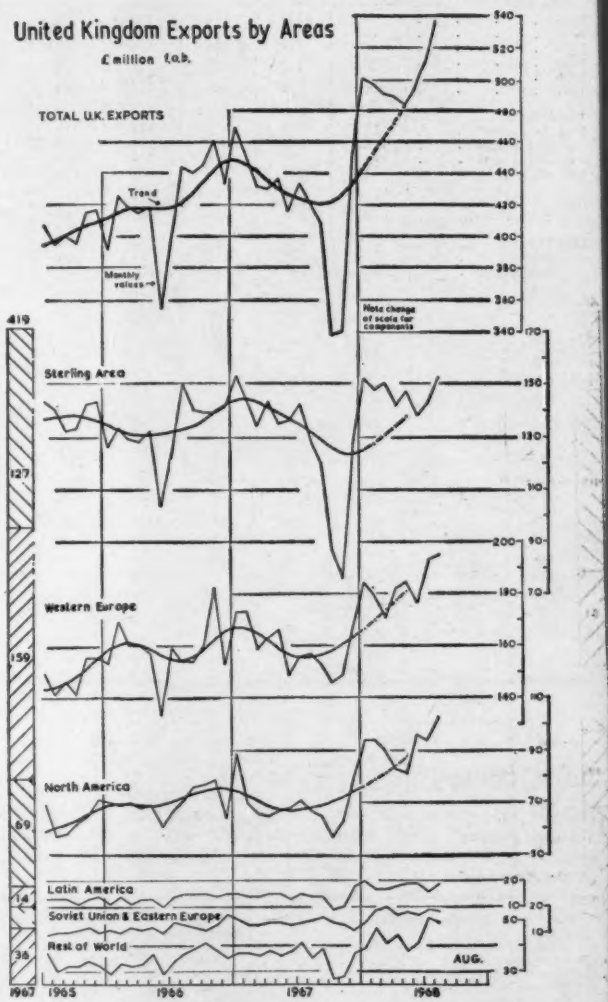


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1967 Year	419	127	159	80	63	69	14	14	36
2nd qtr.	428	138	159	80	63	67	15	14	38
3rd qtr.	420	130	155	78	62	68	14	15	38
4th qtr.	376	97	154	81	60	67	12	13	31
1968 1st qtr.	496	150	178	96	66	93	18	18	42
2nd qtr.	489	142	181	95	68	86	19	18	42
June	493	138	177	92	67	96	19	17	41
July	510	143	193	100	76	94	16	19	51
Aug.*	537	152	195	100	77	103	19	18	49
Mar.-May	487	146	179	95	68	84	18	19	42
June-Aug.*	513	144	188	97	73	98	18	18	47

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

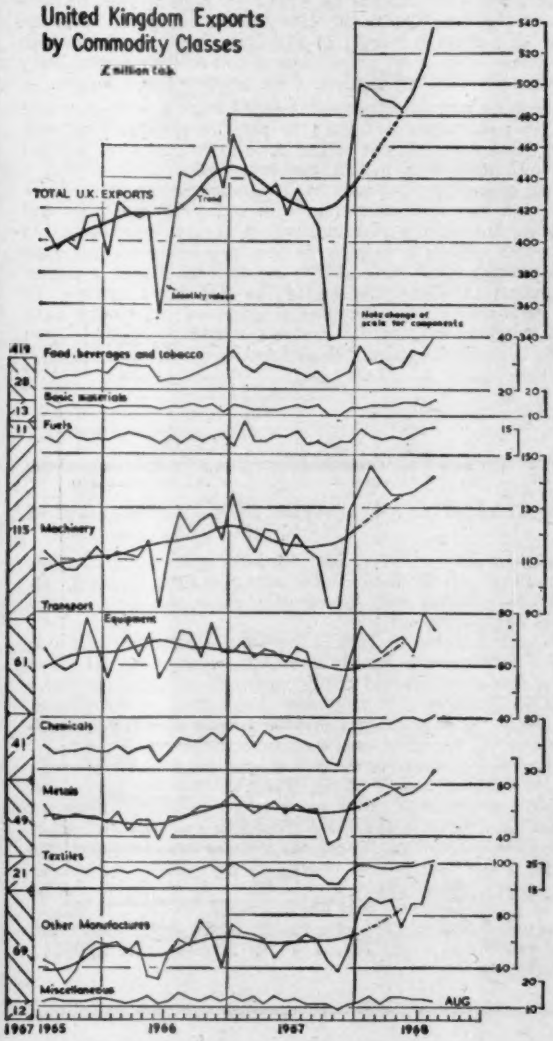
more than half of this rise reflects an increase in the volume of exports. In sterling terms the export unit value index by July had increased by 8 per cent since last October, but, in terms of United States dollars, United Kingdom export prices were on average about 7 per cent lower than before devaluation.

The growth of exports has been particularly strong in recent months to North America, with deliveries 17 per cent higher in June to August than in March to May. Exports to the EEC countries in June to August were 3 per cent higher than in the preceding three months despite the shortfall in exports to France in June, which has not yet been made good. Deliveries to EFTA rose sharply after the early months of this year, and in June to August were 9 per cent higher than in the previous three months.

Exports to the sterling area fell back in the second quarter as the effects of carry-over from the dock strikes diminished, but the August figure provides some evidence of renewed growth. Deliveries to Latin America and to the Soviet Union and Eastern Europe have remained at the markedly higher levels reached early this year. Exports to the 'rest of the world' group of countries have increased strongly in recent months and were 14 per cent higher during June to August than in March to May; this rise partly reflected higher deliveries of ships and aircraft.

The recent substantial growth of exports has been fairly widely spread. There have been sharp increases in the fluctuating categories of beverages (particularly whisky), fuels and 'other manufactures', which includes diamonds. Exports of road motor vehicles have grown strongly during 1968, and in June to August were 11 per cent higher than in the previous three months. Exports of machinery, however, have shown little further increase during this year after moving to a markedly higher level early in 1968.

(Continued on next page)



CONGRATULATIONS ON EXPORT PERFORMANCE

Mr. Edward Lyons, MP, Bradford East (third left) recently visited the Lumb Lane Mills of James Drummond and Sons Ltd., Bradford, to congratulate the management and staff on their consistent export success with their men's suitings. The picture shows Mrs. Patricia Lawrence (laboratory assistant in the firm's research department) explaining the testing apparatus to Mr. Lyons and Mr. Joseph Selka (left), chairman James Drummond and Sons, Mr. J. Davison, Yorkshire and Humberside Region, Board of Trade, Leeds (second left).

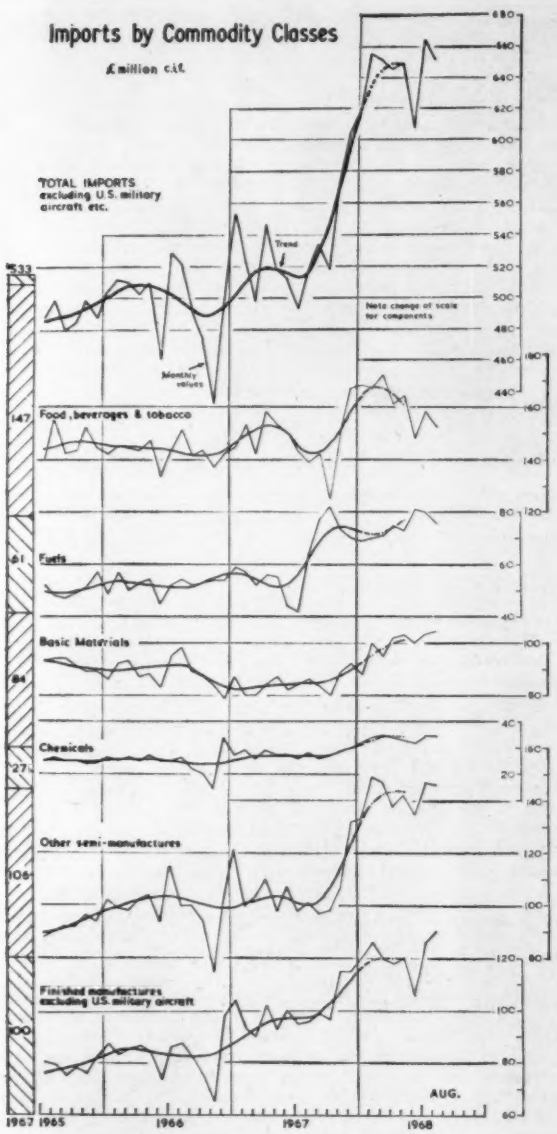
Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Food, beverages, and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
2nd quarter	428	29	13	11	364	182	118	48	16	43	51	22	68	13
3rd quarter	420	26	14	11	360	176	115	42	19	41	51	20	72	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
1968 1st quarter	496	32	14	13	428	212	141	50	21	47	59	23	85	12
2nd quarter	489	31	15	12	418	205	136	54	15	49	58	24	82	14
June	493	35	15	13	417	200	136	55	10	50	57	24	85	13
July	510	34	14	15	440	221	139	60	21	49	60	25	85	13
Aug.*	537	40	16	16	459	215	142	61	14	51	65	26	100	12
March-May	487	29	15	11	419	205	137	53	17	48	59	23	82	13
June-Aug.*	513	36	15	13	439	212	139	59	15	50	61	25	90	13

*Provisional estimates.

UNITED KINGDOM TRADE IN AUGUST, *continued*



Imports

Imports in August, at £652 million (seasonally adjusted and excluding United States military aircraft), were £13 million lower than the revised figure of £665 million in July.

The August total may still have been inflated by the aftermath of the tariff cuts at the beginning of July and the disturbance to imports from France, which both contributed to the low arrivals in June and the rebound in the following month. The August figure was also affected by erratically high arrivals of non-military aircraft, which totalled £11 million compared with an average of £2 million a month in the first seven months of this year. The value of finished manufactures (other than non-military aircraft) was still relatively high, as were imports from France.

The underlying rate of imports has eased back a little in recent months despite the expected return to positive stockbuilding with the recovery in activity. In the period June to August total imports averaged £642 million a month compared with £648 million a month in the preceding three months. There has been a marked rise in fuel imports and smaller increases in industrial materials and finished goods, but imports of food, beverages and tobacco decreased sharply (by £13 million a month). Within the industrial materials group semi-manufactures have shown no growth despite a higher level of imports of diamonds during the last three months. In the group of finished manufactures imports of machinery have fallen back in recent months, but arrivals of consumer goods have risen a little, though they are still well below the level in the first quarter of this year.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

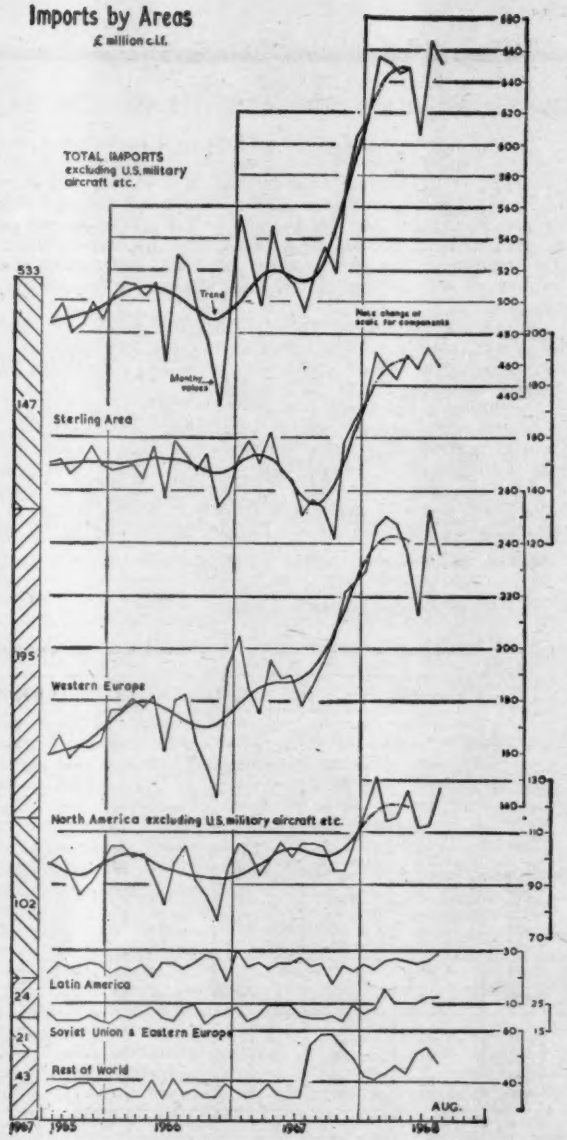
The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. — Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	70	271	94	34	143	129	122	10
2nd quarter	642	634	157	76	273	101	33	138	124	116	10
June	615	608	148	81	267	100	32	135	113	106	9
July	672	665	158	80	286	103	35	147	133	126	9
August*	671	652	152	76	285	104	35	146	149	130	9
March-May	656	648	165	73	276	100	34	142	127	119	11
June-August*	653	642	153	79	279	102	34	143	132	121	9

*Provisional Estimates.



Most of the decline in imports in the last three months was in arrivals from Western Europe. Imports from the 'rest of the world' group of countries were sharply higher, but arrivals from other areas were not greatly changed.

Visible trade balance

The visible trade deficit in August was £30 million (seasonally adjusted and excluding United States military aircraft) compared with the revised figure of £81 million in July; this reduction is partly a reflection of the absence during August of purchases of ships delivered abroad to United Kingdom owners.

Over the last three months, June to August, the deficit has averaged £54 million a month, compared with £88 million a month in the preceding three months. This improvement reflects the strong rise in exports and the easing back in imports.

In addition to visible trade the current account of the balance of payments includes net invisible earnings, and these are generally in significant surplus. Over the years 1963-1967 the surplus on revised estimates averaged some £180 million a year or £15 million a month. In the first half of this year, partly reflecting the effects of devaluation, the surplus on invisibles rose to £21 million a month on a seasonally adjusted basis.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on September 27*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for October, due to the published on or about October 28, 1968.

2. *Visible trade balance*

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles' account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

*Accounts relating to the Overseas Trade of the United Kingdom, August 1968, HMSO, price 30s., by post 31s.

†Report on Overseas Trade published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. — Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1967 Year	537	533	147	195	106	102	24	21	43
2nd quarter	530	525	151	191	108	102	24	24	36
3rd quarter	519	515	134	186	109	105	26	19	48
4th quarter	571	566	149	217	104	99	21	21	53
1968 1st quarter	647	641	184	242	129	122	24	25	42
2nd quarter	642	634	187	232	127	119	26	25	47
June	615	608	187	213	120	112	25	25	30
July	672	665	195	252	120	113	26	27	53
August*	671	652	188	236	146	127	29	27	47
March-May	656	648	188	244	127	119	26	27	44
June-August*	653	642	190	234	129	117	27	27	50

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

United Kingdom balance of payments

THE SEPTEMBER ISSUE of *Economic Trends*† will contain the full detailed article on United Kingdom Balance of Payments in the second quarter; meanwhile the note and table below summarize the main elements comprsing the balance of payments account.

United Kingdom balance of payments in the second quarter of 1968

The identified deficit on the combined current and long-term capital accounts fell to £194 million (seasonally adjusted) in the second quarter – an improvement of some £140 million on the average of the very high deficits in the two preceding quarters(1). On current account the deficit was £169 million, some £65 million lower than the average for the two preceding quarters. The net outflow of long-term capital was £25 million; excluding exceptional large transactions this was somewhat lower than the average of the two preceding quarters (see table).

Within the current account, the deficit on visible trade (£219 million) was some £40 million lower than on average in the two preceding quarters, with a strong underlying rise in exports and with imports tending to ease but still not much below the high levels reached early this year. Payments for United States military aircraft rose somewhat. Invisible credits rose sharply and, with little change in debits, the surplus on invisibles rose to £81 million.

The fall in the net outflow of long-term capital compared with the two preceding quarters was mainly on official account, which benefited in the second quarter from a loan received from West Germany, but also reflected a much lower net outward movement of private capital than on average in the preceding two quarters, which had been affected by a single large oil transaction. Excluding exceptional large transactions there was still a drop in the net outflow of official capital but little change in respect of private capital.

Before seasonal adjustment, the identified deficit on current and long-term capital accounts was £126 million. The balance of monetary movements was adverse to the extent of £100 million leaving a positive balancing item of £26 million.

The outward movement of short-term funds which had developed in March continued in most of the second quarter, largely in the form of a substantial reduction in sterling balances held by overseas sterling area countries. A drawing of £583 million was made in June on the IMF under the stand-by facility arranged last November, and short-term indebtedness to overseas central banks was reduced. The reserves fell by £16 million during the quarter.

†'Economic Trends', published monthly for the Central Statistical Office by HMSO at 8s. 0d. net.

(1) Averaging these two quarters smooths out most of the delays of trade during last Autumn's dock strikes and the subsequent carryover.

Summary balance of payments (with seasonal adjustments)

£ million

	1964	1965	1966	1967	1967				1968	
					1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter
A. *Seasonally adjusted*										
Imports (f.o.b.) (1)	5,001	5,037	5,203	5,562	1,378	1,391	1,345	1,448	1,669	1,661
Exports and re-exports (f.o.b.)	4,466	4,777	5,108	5,023	1,359	1,280	1,268	1,116	1,477	1,442
Visible trade balance (1)	—535	—260	— 95	—539	— 19	—111	— 77	—332	—192	—219
Payments for US military aircraft	— 2	— 12	— 41	— 98	— 23	— 29	— 20	— 26	— 23	— 31
Visible balance (2)	—537	—272	—136	—637	— 42	—140	— 97	—358	—215	—250
Government (net):										
Services	—269	—270	—282	—269	— 68	— 70	— 69	— 62	— 69	— 69
Transfers	—163	—177	—179	—184	— 51	— 46	— 41	— 46	— 47	— 42
Private services (net)	+180	+190	+239	+338	+ 90	+ 82	+ 90	+ 76	+103	+ 92
Interest, profits and dividends (net)	+413	+470	+422	+410	+103	+ 82	+114	+111	+ 82	+119
Private transfers (net)	— 23	— 32	— 49	— 62	— 7	— 18	— 17	— 20	— 22	— 19
Invisible balance	+138	+181	+151	+233	+ 67	+ 30	+ 77	+ 59	+ 47	+ 81
Current balance	—399	— 91	+ 15	—404	+ 25	—110	— 20	—299	—168	—169
Official long-term capital:										
Loans from Export-Import Bank (net)	—	—	+ 51	+ 76	+ 19	+ 22	+ 14	+ 21	+ 17	+ 22
Other (net)	—116	— 86	—132	—133	— 42	— 26	— 32	— 33	— 54	— 5
Private investment:										
Private investment abroad (net)	—396	—353	—303	—424	— 82	— 97	— 76	—169	—180	—159
Private investment in the United Kingdom (net)	+142	+236	+280	+395	+104	+102	+ 74	+115	+ 85	+117
Balance of long-term capital (3)	—370	—203	—104	— 86	— 1	+ 1	— 20	— 66	—132	— 25
Balance of current and long-term capital	—769	—294	— 89	—490	+ 24	—109	— 40	—365	—300	—194
Net seasonal influences	—	—	—	—	— 12	+ 55	— 71	+ 28	+ 16	+ 68
B. *Not seasonally adjusted*										
Balance of current and long-term capital	—769	—294	— 89	—490	+ 12	— 54	—111	—337	—284	—126
Balancing item	+ 41	+ 67	— 10	+175	+148	+ 66	— 91	+ 52	— 47	+ 26
Balance of monetary movements (3)	+728	+227	+ 99	+315	—160	— 12	+202	+285	+331	+100

(1) Excluding US military aircraft and missiles.
(2) Including payments for US military aircraft and missiles.
(3) Assets: increase —, decrease +. Liabilities: increase +, decrease —.

Britain's booming tourist trade

A TOTAL OF 604,000 foreign visitors came to Britain in July – 74,000 more than in the same month last year, reports the British Travel Association, Britain's official tourist organization. The July arrivals brought the total number of foreign visitors in the first seven months of this year to 1,809,000 – a rise of 209,000 (13 per cent) on the same period of record-breaking 1967.

Arrivals from European countries in July numbered nearly 405,000. This was an increase of 50,000 on the month and brought total European visitors in the first seven months of 1968 to 1,152,000 – a rise of 157,000 (16 per cent) on the period.

Visitors from the United States in July totalled 157,000. This was an increase of 12,000 on the month and brought the number of United States arrivals in the first seven months of the year to 503,000 – an increase of 22,000 (5 per cent) over the same period last year.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Trends in insurance companies' investment

NET INVESTMENT by insurance companies during the second quarter of 1968 at £174 million was £62 million (26 per cent) lower than that for the previous quarter, when investment was at an exceptionally high level, and a little over 7 per cent lower than the figure recorded for the comparable quarter in 1967.

Life funds

Life funds accounted for all of the net investment during the quarter. At £175 million their investment was £53 million lower than the previous quarter but £3 million higher than in the second quarter of 1967. Investment in securities, etc. at £203 million was £18 million less than the previous quarter; holdings of cash and short-term assets were also down and fell by £28 million during the quarter, compared with a rise of £7 million in the previous quarter and a rise of £35 million in the corresponding quarter of the previous year. Investment in Government securities amounted to £35 million, compared with £53 million in the previous quarter, and £3 million less than in the corresponding quarter of 1967. Investment in United Kingdom local authority, etc. securities at £9 million was some £7 million higher than in the previous quarter, and the highest quarterly investment in these securities since the first quarter of 1965. Investment in company securities at £105 million was marginally higher than in the previous quarter. The quarterly figures of investment in company securities indicate a continuation of disinvestment in preference shares brought about by the provisions of the Finance Act of 1965, a situation which is also reflected in the pattern of investment by private pension funds.

Net investment in mortgages and loans at £27 million was £7 million less than the previous quarter, although within the overall figure of £27 million, house purchase loans at £14 million were higher by £6 million as compared with the previous quarter; this rise may in part reflect the increased tendency by life companies, in order to increase life insurance business, to link life cover with house purchase loans. Investment in land property and ground rents at £25 million was nearly £4 million lower than in the previous quarter, but £2½ million higher than in the second quarter of 1967. Holdings of cash and short-term assets (other than local authority bills and temporary money) fell by £42 million during the quarter, whereas during the previous quarter they showed a rise of almost £2 million. Holdings of local authority bills and temporary money rose by some £15 million.

General funds

For the first time since the end of 1965, except for the fourth quarter of 1966, general funds showed a net disinvestment of almost £1 million in the quarter, compared with an investment of £9 million in the previous quarter and £16 million investment in the second quarter of 1967. Investment in ordinary shares at £10 million, was outweighed by a net disinvestment of £2 million in public sector securities and a reduction of almost £11 million in holdings of cash and short-term assets.

Notes:

The statistics relate to the United Kingdom insurance companies and the Commonwealth life companies (in respect of their United Kingdom business) which are members of the British Insurance Association, and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Full definitions are given in the *Board of Trade Journal* of August 4, 1967 (page 275). The figures have been rounded and totals are not always equal to the sums of their components.

Transactions at cash values in assets of insurance companies[1]

ASSETS	LIFE FUNDS					GENERAL FUNDS					COMBINED FUNDS				
	Net Investment 2nd qtr. 1967	Net Investment 1st qtr. 1968	2nd quarter, 1968			Net Investment 2nd qtr. 1967	Net Investment 1st qtr. 1968	2nd quarter, 1968			Net Investment 2nd qtr. 1967	Net Investment 1st qtr. 1968	2nd quarter, 1968		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	+ 29·6	— 10·8	32·9	50·8	— 17·9	— 1·3	+ 1·0	10·1	12·1	— 2·1	+ 28·3	— 9·8	43·0	62·9	— 20·0
Over 5 and up to 10 years	+ 7·1	— 2·1	13·7	13·0	+ 0·7	+ 2·7	— 0·6	2·4	2·4	—	+ 9·8	— 2·7	16·1	15·4	+ 0·7
Over 10 and up to 15 years	— 0·4	— 0·3	14·4	9·3	+ 5·6	— 2·8	— 1·7	—	0·6	— 0·6	— 3·3	— 2·0	15·0	9·9	+ 5·0
Over 15 years	+ 16·9	+ 58·5	132·2	88·3	+ 43·9	— 5·1	— 1·7	5·8	6·4	— 0·6	+ 11·8	+ 56·8	138·0	94·7	+ 43·3
Undated	— 15·6	+ 7·7	12·0	9·6	+ 2·4	— 0·1	—	0·7	—	+ 0·6	— 15·7	+ 7·7	12·7	9·7	+ 3·0
United Kingdom local authorities, etc., securities	+ 8·4	+ 2·0	18·2	9·0	+ 9·3	— 2·2	+ 0·7	2·5	2·4	+ 0·2	+ 6·2	+ 2·8	20·8	11·4	+ 9·4
Total of public sector securities	+ 46·0	+ 55·0	224·0	180·1	+ 43·9	— 8·8	— 2·3	21·6	23·9	— 2·4	+ 37·2	+ 52·8	245·6	204·0	+ 41·5
Other investments:															
Company securities:															
Ordinary shares	+ 8·4	+ 58·5	128·4	66·8	+ 61·7	+ 9·1	+ 9·3	23·1	13·1	+ 10·0	+ 17·5	+ 67·8	151·6	79·9	+ 71·7
Preference shares	— 8·5	— 9·0	2·5	9·2	— 6·7	+ 3·7	+ 2·0	5·4	4·1	+ 1·3	— 4·7	— 7·1	7·9	13·3	— 5·4
Debentures, etc.	+ 46·5	+ 52·9	64·6	14·4	+ 50·2	— 1·9	+ 2·6	4·1	4·0	+ 0·1	+ 44·6	+ 55·5	68·6	18·4	+ 50·2
Mortgages and loans:															
Home – House purchase loans	+ 7·8	+ 7·5	37·3	23·2	+ 14·1	+ 0·4	+ 0·5	1·7	1·7	—	+ 8·2	+ 7·9	39·0	24·8	+ 14·2
Other mortgages and loans	+ 14·0	+ 26·2	31·4	18·7	+ 12·7	— 0·1	— 1·2	0·3	1·1	— 0·8	+ 13·9	+ 25·0	31·7	19·8	+ 11·9
Overseas	+ 0·2	+ 0·4	0·8	0·3	+ 0·4	—	+ 0·1	—	—	—	+ 0·2	+ 0·5	0·8	0·4	+ 0·4
Overseas government, etc., securities	+ 0·2	+ 1·0	4·0	2·3	+ 1·8	— 0·7	+ 0·4	1·9	1·3	+ 0·6	— 0·4	+ 1·4	5·9	3·6	+ 2·4
Land, property and ground rents	+ 22·1	+ 28·2	26·8	2·2	+ 24·6	+ 1·4	1·7	1·8	0·8	+ 1·0	+ 23·5	+ 30·4	28·6	3·0	+ 25·6
Other investments	— 0·2	—	0·4	0·2	+ 0·2	—	—	0·2	0·1	+ 0·1	+ 0·2	—	0·6	0·3	+ 0·2
Total of other investments	+ 90·7	+166·1	296·1	137·2	+158·9	+ 11·9	+ 15·3	38·5	26·2	+ 12·3	+102·6	+181·4	334·6	163·4	+171·2
Total of investments	+136·7	+221·2	520·1	317·2	+202·8	+ 3·1	+ 13·0	60·1	50·1	+ 9·9	+139·9	+234·2	580·2	367·5	+212·7
			BALANCES					BALANCES					BALANCES		
			Mar. 31, 1968	June 30, 1968				Mar. 31, 1968	June 30, 1968				Mar. 31, 1968	June 30, 1968	
Cash and other short-term assets:															
Cash in hand and with UK banks	+ 20·9	+ 3·5	52·7	21·4	— 31·3	+ 8·8	— 5·2	48·2	39·0	— 9·2	+ 29·7	— 1·7	100·9	60·4	— 40·5
UK local authority bills and temporary money	+ 10·4	+ 4·8	22·6	37·3	+ 14·7	+ 4·3	+ 1·2	13·9	14·8	+ 1·0	+ 14·8	+ 6·1	36·4	52·1	+ 15·1
Other short-term assets	+ 3·8	— 1·8	22·2	11·1	— 11·1	— 0·1	— 0·1	23·3	20·8	— 2·5	+ 3·6	— 1·9	45·4	31·8	— 13·6
Total cash and other short-term assets	+ 35·1	+ 6·5	97·4	69·7	— 27·7	+ 13·0	— 4·0	85·3	74·5	— 10·8	+ 48·1	+ 2·4	182·7	144·3	— 38·5
Total net investment	+171·8	+227·6			+175·1	+ 16·2	+ 9·0			— 0·9	+188·0	+236·6			+174·2

— = nil or less than £·05 million.

1. Includes Commonwealth life funds in respect of their United Kingdom business in 1968.

Office development statistics

THIS ARTICLE presents a new statistical series relating to office development. The statistical information arises from the administration of the Control of Office and Industrial Development Act, 1965 and is consistent with and augments figures published by the Board of Trade in the three Annual Reports on the 1965 Act, relating to the period August 1965 to March 31, 1966 and the years ended March 31, 1967 and 1968.

Areas of control

The control relates only to certain parts of the country. The London Metropolitan Region and the West Midland conurbation have been subject to the control since August 1965, and in the former area the control, as announced beforehand, was applied retrospectively to November 1964. The remainder of the South Eastern and West Midland Planning Regions, together with the East Midland and East Anglia Planning Regions, were brought under the control in July 1966.

The control requires permits to be obtained for new offices before planning application can be made. In addition, permits are also required to change the use of premises from non-office to office use and, in some cases, to continue to use premises as offices.

All office projects above 3,000 square feet were subject to the control until July 1967. Then the exemption limit was raised to 10,000 square feet, except in the Metropolitan Region where it remained at 3,000 square feet. Although, in general, developments of up to 3,000 square feet do not require permits, they do so if the exemption limit has already been exercised on the same or a nearby site.

Basis of the statistics

The basic information arising from the control is given in Table 1. It shows, for the four standard planning regions to which the control applies, mainly quarterly and annual figures for the number of office development permits issued, the gross floor space covered by the permits and the floor space relinquished, which applicants for permits stated would be demolished or converted from office use to other uses. The control, however, does not yield information on office space taken out of use or converted other than in connection with applications for development permits, so that the area relinquished figures given in the tables are not a full measure of the loss of office space occurring. Table 2 gives similar details to Table 1 but for particular areas within the South East and West Midland Planning Regions. Table 3 analyses by size the permits issued in each of the four standard regions to which the control applies.

In the interpretation of these statistics it should be taken into account, first, that permits may be issued to more than one applicant in respect of the same site, secondly, that although a permit is issued, it is possible that a development may not go ahead either because planning permission is refused or for some other reason, and thirdly, in view of the large size of many office projects, a considerable period of time is likely to elapse between the issue of the permit and the completion of the building.

During the period covered by Tables 1 and 2, that is from August 1965 to June 1968, 1,712 permits were issued, totalling an area of 24.3 million square feet gross. A substantial proportion (about a third) of these permits, however, was issued in respect of developments set against office space that was either demolished or taken out of office use. According to statements by the applicants, about 8.7 million square feet gross represented such replacement of existing space.

A large proportion of all permits – about three quarters by number and by gross area – were for developments in the London Metropolitan Region. Of the gross area approved in the Metropolitan Region about 40 per cent was in Central London, some 30 per cent was in the rest of the Greater London Council Area and a similar proportion in the Rest of the Metropolitan Area. Since the control was extended to additional parts of the country in July 1966, about 30 per cent of the permits issued and a rather smaller proportion of the gross area covered have been for projects in these areas.

Recent trends

Comparing the year 1967 with 1966, the total gross floor space of approved developments increased markedly from 5.5 to 9.2 million square feet for the regions affected by the control. All four planning regions reflected this marked increase but in comparing the annual figures in Table 1, it needs to be borne in mind that the data for 1966 does not in all cases relate to the whole

Table 1. Regional totals

Unit of Area: Thousand square feet

	TOTAL (the Four Regions)			South East Planning Region (1)			West Midland Planning Region (1)			East Midland Planning Region (1)			East Anglia Planning Region (1)		
	Number of Permits	Area		Number of Permits	Area		Number of Permits	Area		Number of Permits	Area		Number of Permits	Area	
		Gross	(3) Relinquished		Gross	(3) Relinquished		Gross	(3) Relinquished		Gross	(3) Relinquished		Gross	(3) Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966 Year	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967 Year	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	} 8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	Nil	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	} 6	145	9	} 7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	Nil	}			}		
2nd quarter	180	4,759	1,701	156	3,787	1,611	16	798	22	3	36	20	5	118	48

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.
Horizontal lines in Tables 1 and 2 indicate changes in regional coverage or in the exemption limit for permits affecting the comparability of the figures above and below the lines (see footnotes 1 to 4 below Table 3).

year. It is nevertheless clear that there was a marked increase between the two years in both the number and gross area of office development permits. In the West Midland Planning Region, after allowing for the fact that the control applied only from July 1966 outside the conurbation the number of permits was about the same in 1967 as in 1966 but the gross area rose to 1.1 million square feet, or about 60 per cent more than the rate in 1966. Also figures for the London Metropolitan Area at Table 2, which account for most of the developments in the South East, show that the number of permits increased by about 20 per cent in 1967 compared with the previous year, while the gross area rose by more than a third (from 4.5 to 6.2 million square feet).

The lower figures in the early period of the control (i.e. before 1967) reflect the fact that fewer permits were issued because of the substantial amount of vacant office space in recently completed office developments and in developments under way before the control became effective. So far this year, though there has been a moderate fall in the total number of permits for the four regions, the gross area has increased by 50 per cent from 9.2 million square feet in 1967 (4.6 million square feet at a half yearly rate) to 6.9 million square feet in the first half of this year, reflecting a substantial increase in the average size of permitted developments. The increased gross area this year has been mainly in the South East and to a smaller extent in the West Midland Planning Regions, with the London Metropolitan Region accounting for the greater part of the increase. In the East Midlands and East Anglia the gross area of permitted developments and the numbers of permits fell sharply in the first half of 1968.

Relinquishments

An important aspect of the control is the amount of office space relinquished for demolition, or for uses other than as offices. This has tended to be higher, as a proportion of the gross area of new development, in London than elsewhere; Central London (defined as an area within 3 to 4 miles of Charing Cross) during the whole of the period in which permits have been issued, just

(Continued on next page)

Table 2. Selected sub-divisions of planning regions

Unit of Area: Thousand square feet

	LONDON METROPOLITAN REGION (1) (Included in South East Planning Region in Table 1)								
	TOTAL (Metropolitan Region) (2)			Greater London Council Area					
				Total (GLC Area)			Central London Area (2)		
	Number of Permits	Area		Number of Permits	Area		Number of Permits	Area	
		Gross	(3) Relinquished		Gross	(3) Relinquished		Gross	(3) Relinquished
1965 Aug.-Dec.	165	2,655	1,056	94	1,851	906	33	1,242	587
1966 Year	371	4,495	1,867	211	2,929	1,582	69	1,229	676
1967 Year	441	6,160	2,095	256	4,522	1,769	84	2,483	1,052
1965 Aug.-Sept.	78	1,055	485	48	861	463	19	574	284
4th quarter	87	1,600	571	46	990	443	14	668	303
1966 1st quarter	87	1,064	374	53	697	284	17	203	61
2nd quarter	80	948	362	41	528	305	14	225	97
3rd quarter	97	929	494	54	595	401	15	246	237
4th quarter	107	1,554	637	63	1,109	592	23	555	281
1967 1st quarter	123	1,988	553	69	1,245	475	17	541	245
2nd quarter	117	1,235	464	67	931	332	22	495	243
3rd quarter	94	1,035	554	61	815	526	18	372	247
4th quarter	107	1,902	524	59	1,531	436	27	1,075	317
1968 1st quarter	109	1,738	1,068	55	1,364	999	24	1,159	946
2nd quarter	147	3,561	1,581	86	2,879	1,370	33	1,970	1,190

	LONDON METROPOLITAN REGION (1)—continued (Included in South East Planning Region in Table 1)						WEST MIDLANDS CONURBATION (1) + (3) (Included in West Midland Planning Region in Table 1)		
	Greater London Council Area			Rest of Metropolitan Area					
	Rest of G.L.C. Area								
	Number of Permits	Area		Number of Permits	Area		Number of Permits	Area	
		Gross	(3) Relinquished		Gross	(3) Relinquished		Gross	(3) Relinquished
1965 Aug.-Dec.	61	609	319	71	804	150	10	46	14
1966 Year	142	1 700	906	160	1,566	285	68	459	109
1967 Year	172	2,039	717	185	1,638	326	46	520	129
1965 Aug.-Sept.	29	287	179	30	194	22	—	—	—
4th quarter	32	322	140	41	610	128	10	46	14
1966 1st quarter	36	494	223	34	367	90	33	236	43
2nd quarter	27	303	208	39	420	57	15	79	19
3rd quarter	39	349	164	63	334	93	13	109	32
4th quarter	40	554	311	44	445	45	7	35	15
1967 1st quarter	52	704	230	54	743	78	15	104	2
2nd quarter	45	436	89	50	304	132	19	220	26
3rd quarter	43	443	279	33	220	28	8	114	58
4th quarter	32	456	119	48	371	88	4	82	63
1968 1st quarter	31	205	53	54	374	69	6	631	7
2nd quarter	53	909	180	61	682	211			

OFFICE DEVELOPMENT STATISTICS, *continued*

over half of the gross floor space approved was accounted for by existing office space which applicants for permits stated would be relinquished. In the rest of the GLC area the proportion was about 40 per cent, in the remainder of the Metropolitan Region outside the GLC area the figure was about one-fifth and in the West Midlands Conurbation about one sixth. In the East Midlands and East Anglia, where permits have been issued only since July, 1966, space shown as being relinquished has amounted so far to about one quarter of the gross space approved.

The figures for Greater London Council Area in Table 2 show big increases in the gross floor space approved from 2.9 million square feet in 1966 to 4.5 million square feet in 1967 and 4.2 million square feet in the first half of this year. If, however, the relinquished space is deducted in respect of demolition and offices taken out of use, the permitted office area net of relinquishment amounted to 1.3 million square feet in 1966, 2.8 million square feet in 1967 and 1.9 million square feet in the first half of 1968. These approved additions to office space in Greater London may be considered against an estimate, on the basis of information from planning authorities, of 37 million square feet (gross) of office space which was being created or had received planning permission when the office control was introduced and the substantially reduced total after 3½ years of the control, which amounted to 11¼ million square feet (gross) by the spring of 1968.

Within the Greater London Council Area, permits in Central London have been markedly restricted. A significant part of the total area permitted in Central London, which totalled 0.6 million square feet in 1966, 1.4 million square feet in 1967 and 1.0 million square feet in the first half of 1968 represents additions of space for underground car parks and for such developments as canteen facilities and air conditioning plant, which do not represent a potential addition to existing employment.

Size of permits

Table 3 provides an analysis of the numbers of permits and the total gross areas classified in ranges of size (gross area) of individual projects and for the four planning regions, mainly for the years 1966 and 1967. It also shows the average gross size of permit for each period. The average size of permitted developments in the South East was greater than for any of the other three planning regions and, in the case of large developments of over 50 thousand square feet, there is a marked concentration in that region. These figures are considerably influenced by large projects in the London area. There was a fairly general increase for most regions in the average size of permits between 1966 and 1967 and the figures of Table 1 indicate, as mentioned above, that this trend continued in the first half of 1968.

Table 3. Size analysis of permits (4)

Unit of Area: Thousand square feet

Thousand sq. ft.	TOTAL (The Four Regions)						South East Planning Region					
	Aug.-Dec. 1965		Year 1966		Year 1967		Aug.-Dec. 1965		Year 1966		Year 1967	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	10	15	44	62	84	88	10	15	37	52	78	79
3-10	119	682	345	1,982	465	2,621	109	636	258	1,498	325	1,836
11-20	20	279	64	899	98	1,375	20	279	53	755	67	912
21-50	17	517	39	1,142	57	1,806	17	517	34	1,014	34	1,128
Over 50	9	1,208	15	1,451	23	3,281	9	1,208	14	1,383	21	3,142
Total	175	2,701	507	5,536	726	9,171	165	2,655	396	4,702	525	7,097
Average Area per permit		15·4		10·9		12·6		16·1		11·9		13·5

Thousand sq. ft.	West Midland Planning Region						East Midland Planning Region				East Anglia Planning Region			
	Aug.-Dec. 1965		Year 1966		Year 1967		July-Dec. 1966		Year 1967		July-Dec. 1966		Year 1967	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	—	—	7	10	73	389	—	—	49	284	—	—	23	121
3-10	10	46	65	351			15	94			8	54		
11-20	—	—	8	98	16	237	4	124	7	105			8	121
21-50	—	—	4	103	14	450			5	145	—	—	6	222
Over 50	—	—	—	—										
Total	10	46	84	562	103	1,076	19	218	61	534	8	54	37	464
Average Area per permit		4·6		6·7		10·4		11·5		8·8		6·8		12·5

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two or more consecutive ranges have been combined.

NOTES

1. *When control began.* In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964, for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

2. *Definitions of areas.* The planning regions correspond to the new standard regions for statistical purposes as defined in the *Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965, as amended by the West Midlands Order 1965 (see this *Journal* August 20, 1965, page 406).

3. *Area relinquished* comprises office floor space relinquished for demolition or change of use to non-office uses.

4. *Change of coverage.* From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region where the lower limit continues to apply.

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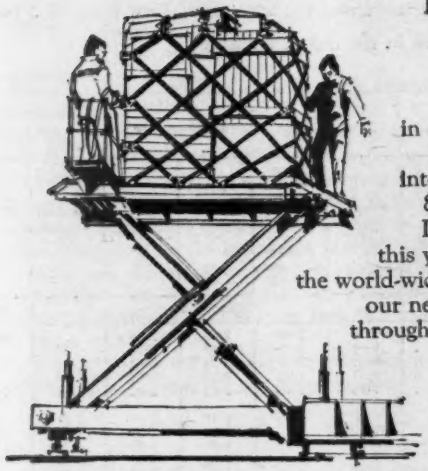

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in July was 1 per cent more than in July 1967.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 10 per cent more and 1 per cent more respectively than in July 1967. The rate of production of wool and hair tops was 1 per cent less and of man-made fibre tops 24 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (a)	Worsted yarn	Woven fabrics (excluding blankets) (b)		Blankets (a)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
1967 May	31·9	18·3	5·2	26·3	17·3	15·0	11·1	1·8
June	33·2	19·3	5·4	27·1	17·7	15·1	11·6	2·0
July	28·4	17·6	5·1	21·9	15·5	13·6	9·9	1·7
1968 May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in July was 7 per cent more than in July 1967.

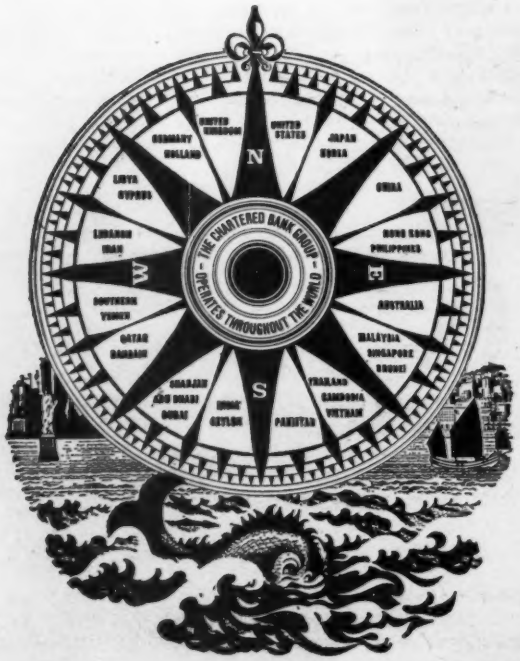
Statistics issued by the Textile Council show that in the period January-July the amount of cloth woven was 1 per cent less than in the corresponding period of 1967. Production of single yarn was 2 per cent more and the amount of yarn doubled 5 per cent more.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1967 July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·9
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·9	10·3
July*	6·03	2·19	1·80	2·12	1·69	9·4	7·9

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries. *Average of 5 weeks. †53-week period.



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Work of the Board of Trade in the year ending August, 1968

FOREWORD BY THE PRESIDENT OF THE BOARD OF TRADE

The Board of Trade enters into the lives of people and businesses all over the United Kingdom. Apart from its role as sponsor for a very wide range of manufacturing service and industries, the Board has many important functions applying to industry and commerce as a whole. Probably the best known is export promotion, with its twin prongs of protecting British commercial interests overseas and providing export services for our own firms. But there are many others. Examples are distribution of industry policy, monopolies and mergers, investment grants and management aspects of productivity. The Board is also responsible for consumer protection, where the Trade Descriptions Act is an important new measure.

Throughout its work the Board is trying to promote efficiency and growth in the British economy. Its association with industry and commerce has always been close, but I am sure than an increasingly valuable exchange of ideas is developing. Although one of the oldest Departments, the Board is changing fast. For example, during the past year the economic and research side has been considerably strengthened.

This is the first time that the Journal has published a summary of a year's work by the Department. I hope it will interest readers, and help understanding of what we are trying to do.

Anthony Crosland

INDUSTRIAL GROWTH AND EFFICIENCY

Development Areas

Measures to encourage industrial growth in the Development Areas have been pursued vigorously, and the Board of Trade has continued its publicity campaign to bring these to the notice of businessmen. Annual expenditure on Development Area incentives administered by several Governmnt departments (investment grants, the regional employment premium, training grants and the Local Employment Acts, etc.) is currently over £250 million. In the financial year 1967/68, assistance offered under the Local Employment Acts totalled £46.4 million, from which 67,400 jobs are expected to arise. Of this, £34.9 million was in the form of loans and grants to industry. The remainder was for the building of 101 factories and extensions authorized by the Board of Trade, including 35 advance factories. On July 4, 1968 the President announced that future assistance to service industries under the Acts would only be given to those projects providing over 50 additional jobs.

In the financial year 1967/68, industrial development certificates were issued for 28 million sq. ft. in the Development Areas – about one third of the total area approved in Great Britain – and these are expected to provide about one half of the estimated additional employment arising from idc's approved in Great Britain.

The President announced on November 14, 1967 that extra incentives would be available to new manufacturing industry coming into parts of the Development Areas – the 'special development areas' – where exceptionally high unemployment is expected as a result of colliery closures. These include establishing new industrial estates and expanding existing ones; a rent-free period of up to five years in Board of Trade factories; building grants of up to 35 per cent; loans at a moderate rate of interest to help with the balance of the building costs; and a new operational grant, normally at the rate of 10 per cent per annum for three years based on cumulative expenditure on eligible buildings, plant and machinery (less any building and investment grants). Since the Special Development Areas were introduced 12 advance factories have been allocated and jobs in prospect now total 19,100 in these areas.

Investment grants

During the financial year 1967/68 an estimated £315 million was paid on investment made previously by industry between January 17, 1966 to March 31, 1967. Of this, £287 million was expected to relate to plant and machinery, prototypes and mining works; £7 million to computers; and £21 million to ships and hover-vehicles. £145 million of the £287 million was expected to be paid at the higher Development Area rate, i.e., 40 per cent, for expenditure in 1966 and 45 per cent for expenditure in 1967.

Board of Trade – sponsored industries

The Board has continued its work as 'sponsoring Department' for an important part of British industry and trade, including textiles, clothing, and many other consumer goods; chemicals, plastics and rubber; non-ferrous metals; paper and board, printing and publishing; and the distributive trades. This work involves continuous close contact with these industries and trades in order to understand their circumstances and problems, and to explain and give effect to Government policy. In the past year much of the Board's work in this field has been concerned with such questions as export promotion, import substitution, prices, and the encouragement of rationalization and industrial efficiency. An important part of the work is done through Economic Development Committees; there are 12 of these EDCs within the Board's sphere, and the Board plays an active part in the work of all of them.

Productivity

Since July 1967, the following steps have been taken:

(1) A new grant-in-aid on a pump-priming basis – over £200,000 in the next six years – is being given so that the Centre for Inter-Firm Comparison can expand its work.

(2) A new grant of £650,000 over seven years to the British Institute of Management.

(3) An increased grant for 1968/9 of £690,000 to the British Productivity Council which serves industry from its headquarters and through the 140 or so local committees and associations.

(4) 'Aid to Productivity' a group training scheme to help increase productivity in small firms, was launched experimentally in Manchester in January 1968. The scheme is subsidised to about one-third of its total cost.

(5) The pilot Consultancy Grants scheme, whereby the Government offers a 50 per cent subsidy towards fees paid by small firms – employing 25-500 – to expert consultants, was launched in Bristol and Glasgow on June 11. £500,000 is being made available and the Government will decide from the results whether a similar national scheme could be instituted.

Aluminium smelters

The Board of Trade, in close collaboration with other Government departments, has completed negotiations with the British

(Continued on next page)

WORK OF THE BOARD OF TRADE, *continued*

Aluminium Company, the RTZ/BICC Consortium, and Alcan Aluminium (UK) Ltd. to set up smelters in the United Kingdom. In considering the companies' proposals the Government has taken careful account of representations from overseas, as well as from the local authorities concerned in this country.

Restrictive Trade Practices Bill

The Restrictive Trades Practices Bill, introduced in the Commons on April 10, 1968, would empower the Board to exempt from registration (and thus from judicial examination) restrictive agreements of substantial importance to the national economy which promote efficiency or provide for industrial capacity. Similar powers are given to certain Government departments in relation to restrictive agreements made in support of the prices policy. The Bill also improves the enforcement provisions of existing legislation and provides for the honouring of our international obligations under the Stockholm (EFTA) Convention and the Anglo-Irish Free Trade Area Agreement in relation to restrictive agreements.

INTERNATIONAL COMMERCIAL POLICY

Kennedy Round

On July 1, 1968 the United Kindom, the European Economic Community, Japan and a number of other countries began to implement the tariff reductions which they had agreed in the Kennedy Round of trade negotiations in the GATT. Taken together with the reductions made by the United States and some other countries on January 1, 1968, these represent the first phase of tariff reductions which, by January 1, 1972, will be the most extensive ever achieved. In addition to enjoying the competitive advantage gained from devaluation, British exporters can now look forward to the new opportunities afforded by easier access to many of their most valuable markets overseas. The opportunity was also taken to simplify the United Kingdom customs tariff.

EFTA

The EFTA Ministerial Council met in London on May 9-10, 1968, under the chairmanship of the President of the Board of Trade. Its most important outcome, in terms of strengthening EFTA co-operation, was its approval of a work programme which will seek (1) to improve further the trading opportunities opened up by the Free Trade Area; (2) to permit a more precise interpretation of the provisions of the EFTA Convention, including the rules of competition; and (3) to extend consultations within EFTA.

UNCTAD II

The second United Nations Conference on Trade and Development (New Delhi, February 1-March 29, 1968) covered virtually all subjects in the field of trade, aid and development affecting developing countries. Although the Conference did not produce all the results for which the developing countries had hoped, there were positive achievements whose importance in practice will depend on the follow-up action to be taken.

The most important of these were:

(1) Agreement on the early establishment of a mutually acceptable system of generalized preferences in favour of manufactures and semi-manufactures from developing countries; and

(2) Agreement on a new and more generous target (1 per cent of gross national product) for the flow of financial resources from developed to developing countries.

(Full details are provided in a White Paper, Cmnd. 3649).

Anti-dumping legislation

The Customs Duties (Dumping and Subsidies) Amendment Act, 1968 gives the Board powers to take provisional action where this is expedient to prevent serious injury being done while a full investigation of alleged materially injurious dumping or subsidization of imported goods is taking place. It also gives additional powers in the case of alleged dumping by Eastern Area countries.

EXPORT PROMOTION

Overseas trade promotions

The Board has continued to support industry's participation in trade fairs overseas (at 137 events during the first six months of 1968, compared with 210 for the year 1967). Major British Weeks were held at Toronto and Brussels in October 1967, and there will be further weeks at Stockholm (September 27-October 5, 1968), Vienna (October 10-18, 1969) and Tokyo (September 26-October 5, 1969). The number of British shopping weeks and store promotions supported by the Board has continued to increase; during the financial year 1967/1968 there were seven shopping weeks as well as individual promotions at 114 retail store outlets.

Trade missions and market research

The trade missions scheme, administered on the Board's behalf by the British National Export Council, continues to grow rapidly. There were 44 inward and 120 outward missions in the 12 months ending June 1968, compared with 42 and 98 respectively in the previous 12 months. Market research projects supported totalled 103, compared with 70 in the previous period.

On July 23, 1968, the President of the Board of Trade announced his intention to introduce a scheme under which the Board will, in a limited number of selected cases, supplement information obtained for potential exporters by existing Government services, by contributing half of the cost of professional marketing research.

Market intelligence

The Board, working with Diplomatic Service commercial officers overseas, continues to provide exporters with market information, news of specific opportunities overseas, and general help with export problems. Inquiries received by the Board's Export Services Branch have increased by 20 per cent since devaluation.

Export publicity

The Board has continued its Export Intelligence advertising campaign. Since the campaign began in April 1965, over 50,000 inquiries have been made to the Board as a direct result. The Board has also developed further its series of free export handbooks, and has produced two new export films – "The Friendly Invasion' and 'Call Export Intelligence.'

Grant for Export Houses directory

The President of the Board of Trade announced on July 23, 1968, that a grant of not more than £13,000 was to be given to the British Export Houses Association to enable the necessary research to be carried out for a comprehensive directory of export houses.

Regional marketing advisers

As an experiment two part-time marketing advisers were appointed in January, 1968 to the Board's London and South Eastern and Eastern Regional offices. Their function is to strengthen the normal advisory services of the regional offices on such matters as the organization of firms for overseas marketing, the formation of marketing plans and the investigation of particular marketing problems.

Overseas Project Group

An Overseas Project Group was formed in January 1968 to help increase exports through major capital projects. It is setting up an 'operations room' to collect information about prospective project business and foreign competition, so that policy can be co-ordinated more effectively between the various parts of the Government machine, the nationalized industries, consultants and manufacturers, and the pace generally kept up.

Exports Credits Guarantee Department

The ECGD's business has continued to expand. During the financial year 1967/8 turnover increased by over 12 per cent, from £1,683 million to £1,889 million. The year ended with a surplus of £1.9 million on commercial account, compared with a deficit of £5.5 million in the previous year. Financial guarantees for large capital projects amounted to £126.4 million. A number of new credit arrangements were made under which United Kingdom banks were able to finance sales of British goods or projects to

overseas buyers. These were guaranteed by ECGD and created opportunities for British exporters as favourable as those offered by other exporting countries.

Export Marketing Partnerships

Since July 1967 the Board has made available a grant of up to £20,000 for three years to the Institute of Marketing to finance the expansion of the Export Marketing Partnerships scheme. This is designed to promote partnerships between small manufacturers new to exporting and experienced exporters such as export houses. Partnerships are based on realistic export pricing, using marginal costing formulas, and on profit-sharing arrangements which ensure a fair return to both manufacturer and exporter.

Overseas Marketing Corporation Ltd.

The Overseas Marketing Corporation Ltd. was formed, in November 1967, with the task of seeking new opportunities for British exports and ensuring an adequate marketing effort to fulfil them. It has equity capital of £100,000 subsidised by ten major companies and loan capital of up to £400,000 from the Government; the Corporation operates, however, as a private concern. It is concentrating at first on selected European markets for groups of products which research has established will offer good prospects for development. The first moves have been to set up a sales office in Italy to exploit the market for hospital and medical equipment and to acquire an interest in a textile goods distributor in Sweden.

Export Councils

The President of the Board of Trade announced on July 23, 1968 that in view of their special circumstances he proposes to make annual but tapering grants over three years to the Clothing Export Council, the British Agricultural Export Council and the Book Development Council. The grants – for approved export promotion activities – will be up to a maximum for each council of £20,000 in 1968/69, reducing to £15,000 in 1969/70 and £10,000 in 1970/71.

MONOPOLIES AND MERGERS

Since July 1967 three reports of the Monopolies Commission on the supply of goods and services have been published: flat glass; man-made cellulosic fibres and men's haircutting services. In the first case the conditions that prevail were found not to be against the public interest. In the second they were found to operate against the public interest and the report is being discussed wih Courtaulds. In the third the conditions of the Act were found not to apply.

Following references of proposed mergers under the Monopolies and Mergers Act, 1965, the Commission found that the merger between Thorn Electrical Industries Ltd. and Radio Rentals Ltd. did not operate against the public interest. But it recommended against the merger of Barclays, Lloyds and Martins banks by six votes to four – less than the two thirds majority necessary to enable the Board to exercise its statutory powers to prevent the merger.

The Government accepted the conclusion of the majority and in the light of the Government's view the three banks decided not to proceed with the merger. The Commission found that there was a strong case for Martins merging with another bank.

CONSUMER INTERESTS

Trade Descriptions Act, 1968

The Trade Descriptions Bill, successor to the Protection of Consumers (Trade Descriptions) Bill which lapsed when the last Parliament was dissolved, was introduced into the House of Lords (under the title Consumer Protection Bill) in November 1967. It received the Royal Assent on May 30, and comes into force on November 30, 1968. In general terms the Act – which extends the criminal law – deals with the misdescription of goods and services, and with certain types of false statement about price. It also provides important new order-making powers in connection with the labelling of goods, the inclusion of information in advertisements and the definition of terms used in trade. Enforcement is made the responsibility of local weights and measures authorities, and the Board of Trade has certain order-making powers.

Consumer credit

On July 2, 1968 the Board set up a Committe on Consumer Credit under the chairmanship of Lord Crowther. Its task is

(1) to inquire into the present law and practice governing the provision of credit to individuals for financing purchases of goods and services for personal consumption;
(2) to consider the advantages of existing and possible alternative arrangements for providing such credit, having regard to the interests of consumers, traders and suppliers of credit including depositors;
(3) to consider in particular whether any amendment of the Moneylenders Acts is desirable; and
(4) to make recommendations.

CIVIL AVIATION

Civil aviation policy

On July 26, 1967 the President announced the establishment of a Committee of Inquiry into the structure and regulation of the civil air transport industry. The committee, under the chairmanship of Sir Ronald Edwards, is expected to report by spring of 1969.

New airports

On February 22, 1968, the President announced that the whole question of the siting of the third London Airport would be referred to an independent public inquiry. A Commission of Inquiry has now been set up under the chairmanship of the Hon. Mr. Justice Roskill: its terms of reference are to inquire into the timing of the need for a four-runway airport to cater for the growth of traffic at existing airports serving the London area; to consider alternative sites; and to recommend which site should be selected. The inquiry is expected to take about two years.

Disposal of Government aerodromes

As a further step in the policy of transferring to local authities the ownership and management of the few remaining air transport aerodromes still administered by the Board, it has been agreed to sell Bournemouth (Hurn) Airport to a consortium comprising the Bournemouth Corporation and Dorset County Council. The airport will be handed over to the consortium on April 1, 1969, the Board continuing for a period thereafter to be responsible for the navigation services. It has been agreed in principle that the British Airports Authority will take over Edinburgh (Turnhouse) Airport subject to agreement on terms of transfer.

Air safety

The report was published in May 1968 of the special review of the safety performance of operators of United Kingdom public transport aircraft. The review, established by the Board in June 1967, was conducted by the Director of Aviation Safety (Board of Trade) and by the Air Registration Board with the assistance of two independent advisers. Amongst conclusions and recommendations covering a wide field the review found:

(1) There was no evidence that any aircraft operator currently holding a certificate was not competent to secure the safe operation of aircraft or that any type of aircraft now in use was below an acceptable level of air-worthiness.
(2) The safety level of British civil air transport had improved over the past 10 years but was below that achieved by the United States and Australia.
(3) The sections within the Board dealing with safety matters (including inspection) required reorganization and strengthening.

Aircraft noise

During the year there have been discussions with the United States and French Governments, and with aviation interests in the United Kingdom, about the introduction of a Noise Certification Scheme which would make future aircraft design comply with specified noise standards. This will ensure that they will be quieter than present-day aircraft. Enabling powers to allow for the introduction of such a scheme are contained in the Civil Aviation Bill, introduced in the Lords in November 1967. In the same Bill, powers are being taken to restrict or prohibit super-

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WORK OF THE BOARD OF TRADE, *continued*

sonic flights over the United Kingdom but it is too early to say what restrictions will be needed.

The Board has maintained its controls over the ways in which aircraft are operated in order to reduce the noise disturbance to the practical minimum. Controls have been extended in some respects, including the introduction of noise limits at Gatwick.

The air corporations

The Board approved the ordering by BOAC of 11 B747 Jumbo jets which will provide a large part of their fleet in the 1970's.

Discussions continued on the second stage of BEA's re-equipment. The President announced in December 1967 that BEA's preference for the BAC2-11 could not be supported because of its heavy costs, but approval was subsequently given to BEA ordering a fleet of Trident 3B's. Negotiations on the financial aid to BEA were concluded to fulfil the Government's pledge of 1966 that the Corporation would be enabled to operate as a fully commercial undertaking with the British fleet acquired. The Air Corporations Act, 1968, raised BEA's borrowing powers to cover capital expenditure over the next five years.

Inclusive tour holidays by air

On April 4, 1968 the President announced reductions in the minimum control prices of inclusive tour holidays by air during the 1968/69 winter season. The new control prices, introduced on an experimental basis, are designed to rectify anomalies in control price structure and to encourage a more even distribution of traffic throughout the year.

Air services arrangements

During the year new arrangements have been negotiated with Rumania, Malawi, Zambia and Afghanistan, and improvements have been gained with several countries – including the USSR, Venezuela, Japan, Morocco, Saudi Arabia and Yugoslavia.

Mortgages on aircraft

The Civil Aviation Bill, now awaiting the Royal Assent, will enable a system of aircraft mortgages to be set up, along the lines of that applying to ships. It is expected that an Order will be made next year which will provide for a simple statutory form of mortgage, to be registered with the Board of Trade.

Tokyo Convention on Crimes in Aircraft

Steps are being taken to ratify the Tokyo Convention on Crimes in Aircraft, in pursuance of the Tokyo Convention Act, 1967. This will clarify the position of the commander of the aircraft and will extend extradition treaties to crimes in aircraft.

SHIPPING

Shipping inquiry

The Committee of Inquiry into Shipping, set up by the Government on April 19, 1967 under the chairmanship of Lord Rochdale, has continued its review of the organization and structure of the shipping industry, its methods of operation and any other factors which affect its efficiency and competitiveness; and is to recommend what action should be taken by shipowners, seafarers and Government, to bring about changes which would improve the position of the industry in these respects.

Revision of the merchant shipping acts

Work has continued with a view to revision of Parts II and IV of the Merchant Shipping Act, 1894, on the lines of the proposals of the Court of Inquiry under Lord Pearson's chairmanship.

Trawler safety

Following the loss of three Hull trawlers in January and February 1968, the President set up an independent Committee of Inquiry, under Admiral Sir Deric Holland-Martin, to examine the major factors affecting the safety of deep sea trawlers and their crews, and to make recommendations. The committee is expected to make an interim report in the early autumn.

Anglo-Soviet Navigation Treaty

This was signed on April 3, 1968. The main provisions dealt with conditions of competition between British and Soviet ships; the treatment of each other's ships in port; and consultation between the Government Departments responsible for maritime measures. The treaty will come into force as soon as instruments of ratification have been exchanged.

International Load Line Convention

The statutory instruments required to enable the United Kingdom to accept the International Convention on Load Lines, 1966, when it came into force on July 21, 1968 were presented to Parliament.

Hovercraft

The Hovercraft Bill, introduced in the Commons on May 9, 1968, has as its main purpose the recognition of the hovercraft as a vehicle of a new kind – neither a ship nor an aircraft – and to make provision for regulating various matters, including safety, liability and the jurisdiction of the courts.

INSURANCE COMPANIES

The Insurance Companies (Accounts and Forms) Regulations, 1968 prescribe the accounting and other information which insurance companies have to provide to the Board annually, and replace all the existing regulations applicable to insurance companies with effect from January 1, 1969. They bring the form of accounts up to date, implement some of the recommendations of the Jenkins Committee on Company Law relating to insurance companies' accounts, provide for greater disclosure of the financial affairs of insurance companies and for the supply from 1970 onwards of statistical information which will permit objective verification by the Board of Trade of the reserves provided by the companies.

ASSISTANCE FOR HOTELS

As announced by the President on March 20, 1968 and in the White Paper 'Hotel Development Incentives' (Cmnd. 3633) of May 21, the Government proposes to introduce legislation to provide for a new system of grants and loans designed to assist and encourage the building of new hotels and the extension or improvement of existing ones. This will supersede the experimental loan scheme introduced in 1967, which closed for new applications on March 31, 1968.

FILM LEVY CHANGES

The rate of the levy on cinema takings has been reduced and changes have been made in the rules governing its distribution to producers of films eligible for payments from the British Film Fund. These measures were contained in regulations, made in July 1968 under the Cinematograph Films Act, 1957 and 1966.

PATENTS

A Committee to examine the Patent System and Patent Law was set up by the Board on May 10, 1967 under the chairmanship of Mr. Maurice Banks. The committee is to examine the British patent system and patent law in the light of the increasing need for international collaboration in patent matters.

STATISTICS

In close consultation with industry, the Government plan important improvements in industrial statistics. To make these possible, and to improve the value of the information collected, a common register of businesses will be established for use in statistical inquiries. Use of this register will allow information from different surveys to be brought together and inter-related. As a result large-scale quinquennial censuses of production, such as that to be taken for 1968, will become unnecessary in the future.

The Board's Census Office is to become the Business Statistics Office, and will have the responsibility for collecting information, maintaining the common register and for developing data banks of industrial statistics. These changes are described in the May issue of *Statistical News*, a new publication issued by the Central Statistical Office and obtainable from HMSO, price 6s. net.

Production of man-made fibres in July

TOTAL PRODUCTION by weight of man-made fibres in July was 33 per cent more than in July 1967. Within the total, output of continuous filament was 23 per cent more and staple fibre 42 per cent more.

Man-made fibre production million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1967 1st quarter	106·6	130·6	237·1
2nd quarter	110·0	130·8	240·8
1968 1st quarter	133·9	158·6	292·5
2nd quarter	135·1	163·3	298·4
1967 May	38·1	44·6	82·7
June	36·9	42·6	79·4
July	34·9	39·4	74·3
1968 May	46·4	57·2	103·5
June	43·3	52·0	95·3
July	42·9	55·7	98·7

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actua weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Orders in the textile and clothing industries

IN THE THREE MONTHS ending July new orders received in the textile and clothing industries were 1 per cent less than in the three months ending April, owing to a sharp fall in the latest month. However, the higher level of new orders received in the earlier months of the year was reflected to some extent in an increase of 2 per cent in deliveries when comparing the three-monthly periods. Orders-on-hand at the end of July were 4 per cent more than at the end of April.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter*	129	125	106	104	95	97
1967 May	108	104	92	88	85	86
June	107	104	89	88	92	93
July	102	102	72	88	85	93
August	100	103	74	96	80	90
September	100	105	97	99	98	91
October	104	106	112	94	101	91
November	112	109	121	99	99	91
December	114	114	95	108	89	97
1968 January	115	114	87	92	86	90
February	115	116	101	96	98	93
March	117	117	109	103	104	99
April*	121	120	101	101	91	94
May*	128	123	115	106	97	94
June*	129	125	101	105	98	104
July*	125	125	72	87	86	93

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (b) At constant (average 1958) prices. *Provisional.

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Orders, deliveries, production and exports in the engineering industries in July

THE MINISTRY of Technology reports that first estimates for July show that production in the mechanical and electrical engineering industries (Order VI of the Standard Industrial Classification covered by Table 1) remained at the same level as in the second quarter (column 1). Production has risen during the second quarter giving a 2 per cent rise from the level of the past quarter. This also applies to the movement in mechanical engineering (column 2) but the average level for the first six months of 1968 is 1 per cent below that of 1967 as a whole. Electrical Engineering (column 3) at the highest level yet, showed a 3 per cent rise in the second quarter over the first quarter, and is 6 per cent higher in the first half of this year than the average for 1967.

In the wider group of engineering industries, including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3), the preliminary seasonally adjusted deliveries for July have dropped in both export and home markets from the June levels although home deliveries are higher than the second quarter level. Exports show no change in the average for the latest three months compared with the preceding three months but the average for the seven months of this year is running 7 per cent above the average for the year 1967. On the home market deliveries in the latest three months are 4 per cent above those of the preceding three months whilst the level for the first 7 months of 1968 is 2 per cent higher than for the year 1967.

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100		December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	157*	..	..	141*	131*	172*	
Average:							
Latest 3 months shown	158	150	171				
Previous 3 months shown	154	147	166				
Percentage change (5)	+2	+2	+3	—3	—4	—1	

* Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the correspondiug level three months earlier.

More detailed statistics of the current value of deliveries of mechanical and electrical engineering for the second quarter of 1968 are shown in Table 4. In mechanical engineering there was a slight rise in the total compared with the second quarter of 1967 the chief increases being for internal combustion engines, contractors' plant, refrigerating machinery, food and drink machinery, shell boilers and photographic equipment. Lower deliveries were recorded for heavy industrial plant, mainly rolling mills and ancillary equipment, chemical plant, metal works plant other than rolling mills and other industrial plant and fabricated steelwork.

In the electrical sector there was an all-round rise except for electrical machinery. The most marked increases were shown in all the items of radio and other electronic apparatus and domestic electrical appliances.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjuted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against June are the averages of the seasonally adjusted figures for May, June and July.

(Continued on next page)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	New new orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	160	164	146	163
July*	138	154	153	128	154	155	165	154	147

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for difference in the length of calendar months, but not for regularly recurring seasonal movements.

ENGINEERING INDUSTRIES, *continued*

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July*	138	..	159	128	..	160	168	..	156
Average:									
Latest 3 months	138	150	160	128	145	159	168	164	162
Previous 3 months	142	153	155	134	145	153	167	174	163
Percentage change (4)	—3	—2	+3	—4	Nil	+4	Nil	—6	Nil

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VIII).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three months centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 38*s.* 6*d.*)

*Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.*1*), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

Table 4. Deliveries of mechanical and electrical engineering pro ducts (a)

£ million

	1965	1966	1967*	1966		1967				1968	
				3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter*	4th quarter*	1st quarter*	2nd quarter*
Machinery other than electrical:											
Agricultural machinery (excluding tractors)	58·8	53·8	49·1	13·6	10·6	13·5	14·1	11·5	10·0	14·6	15·5
Metal-working machine tools and welding machinery	158·8	166·6	171·4	41·8	41·9	44·6	42·3	40·7	43·8	42·7	38·5
Engineer's small tools and gauges	88·2	91·7	91·2	21·8	23·4	23·6	23·3	20·6	23·7	23·9	22·8
Internal combustion engines	118·0	64·3	69·7	15·6	18·1	17·7	17·0	15·0	18·8	17·5	21·6
Other prime movers		73·3	78·8	18·1	25·5	17·0	19·3	18·7	25·0	11·1	18·1
Textile machinery and accessories	104·2	110·7	112·8	25·5	28·6	27·8	28·6	26·9	29·5	31·3	30·6
Contractors' plant and quarrying machinery	154·4	143·5	155·9	32·8	33·9	37·9	42·0	37·0	39·0	45·7	46·5
Mechanical handling equipment	118·3	132·5	131·5	32·5	35·1	32·3	32·1	31·1	36·0	32·9	33·8
Office machinery	79·6	78·7	77·2	18·6	21·9	18·8	20·9	17·3	20·2	19·6	20·4
Mining machinery	54·9	61·2	69·8	14·6	18·2	17·6	17·5	17·4	17·3	16·6	16·4
Refrigerating machinery	55·3	53·4	54·7	11·4	10·4	13·2	16·6	12·8	12·1	16·8	18·6
Space-heating, ventilating and air-conditioning equipment	71·0	78·8	78·4	19·4	20·6	18·3	18·5	20·1	21·5	19·4	19·3
Pumps and industrial valves	124·1	144·0	150·3	34·2	40·9	38·0	39·2	34·8	38·3	39·2	39·6
Air and gas compressors and exhausters	42·3	44·4	44·5	11·0	11·6	11·4	11·5	10·8	10·8	12·5	12·0
Food and drink machinery	46·7	45·5	45·9	11·4	12·7	10·9	12·3	10·7	12·0	10·5	15·1
Packaging machinery	23·7	26·8	27·2	6·2	7·4	6·6	7·1	6·1	7·4	6·9	7·5
Steel and non-ferrous metal rolling mills and ancillary equipment	24·3	26·5	27·1	7·0	6·2	7·1	5·8	7·1	7·1	6·5	2·7
Other machinery except electrical machinery	300·0	309·3	306·6	72·9	80·5	74·6	78·9	71·3	81·8	83·7	83·8
Industrial plant and fabricated steelwork:											
Water tube boilers	81·2	91·7	87·4	25·5	25·9	23·5	20·3	18·5	25·1	22·8	20·6
Shell boilers and boilerhouse plant	36·3	48·1	47·9	11·1	13·3	12·3	10·8	11·1	13·7	9·5	12·6
Chemical plant	86·4	128·3	126·1	34·8	34·2	35·7	30·6	32·4	27·4	27·4	27·2
Iron, steel and non-ferrous metal works plant other than rolling mills	34·3	36·7	32·8	7·6	12·5	12·3	9·1	8·4	6·8	6·9	6·6
Other industrial plant and fabricated steelwork	186·4	222·5	229·9	56·7	61·2	60·2	58·4	54·0	57·3	54·7	51·3
Instruments, watches and clocks:											
Photographic equipment	..	95·3	99·9	24·8	22·3	22·0	27·9	25·0	25·0	29·8	32·5
Optical instruments	..	12·7	15·2	3·1	3·7	4·1	3·8	3·5	3·8	4·0	3·6
Spectacles, etc.	..	11·7	13·9	2·9	2·8	3·7	3·8	3·3	3·1	4·3	4·1
Surgical, dental and veterinary instruments and appliances	..	15·6	16·3	3·7	3·9	4·0	4·2	3·8	4·3	4·8	4·2
Other scientific instruments and equipment	..	106·2	109·1	25·4	28·2	27·4	26·4	25·8	29·5	30·7	27·5
Watches and clocks	..	15·4	16·1	4·0	4·4	3·6	3·6	4·2	4·7	4·1	3·7
Electrical machinery:											
Generating equipment and rotating electrical machines	147·0	156·0	161·0	37·0	44·5	40·5	42·3	35·9	42·3	37·9	41·4
Transformers for lighting, heating and power	65·7	69·1	64·5	16·6	19·7	17·9	18·0	15·7	17·9	17·7	14·8
Switchgear and control gear	172·9	197·9	199·2	48·7	52·3	52·3	50·8	45·3	50·8	50·2	48·0
Other electrical machinery	26·9	31·8	33·8	7·8	7·8	8·2	8·6	8·0	9·0	10·0	8·8
Insulated wires and cables	220·5	253·7	243·2	59·5	62·9	60·4	62·3	55·6	64·9	73·1	71·2
Telegraph and telephone apparatus	..	146·9	179·6	34·8	40·2	45·3	45·3	40·7	48·3	48·7	49·7
Radio and other electronic apparatus											
Broadcast receiving equipment and gramophones	..	134·9	134·0	31·0	38·8	30·2	27·7	30·8	45·3	44·7	47·1
Radio, radar and electronic capital goods	..	318·1	382·5	78·6	79·6	84·2	93·2	96·9	108·2	101·3	109·1
Radio and electronic components including valves	..	166·0	177·6	39·2	41·9	44·1	45·5	40·6	47·5	50·7	55·4
Other electrical goods:											
Domestic electrical appliances	152·4	151·8	155·4	35·3	45·3	34·3	33·6	36·1	51·4	46·4	40·7
Electrical equipment for motor vehicles, cycles and aircraft	85·2	91·1	87·8	22·2	21·7	24·4	22·2	19·9	23·0	25·8	25·2
Primary batteries	19·9	21·3	23·0	5·2	5·9	5·1	5·2	5·9	6·8	6·8	5·5
Secondary batteries (accumulators)	37·2	35·5	36·0	8·4	10·4	8·3	8·4	8·7	10·6	9·1	8·6
Electric lamps	32·5	34·0	35·9	8·0	8·7	8·3	8·4	8·0	11·2	10·8	9·1
Miscellaneous electrical goods	127·6	108·9	97·4	24·4	28·5	27·2	26·4	23·7	20·1	24·9	27·8
Ball and roller bearings	335·2	62·1	64·5	14·8	15·1	16·7	17·2	14·4	16·2	17·0	15·9
Components not included above and sub-contract sales		302·9	298·0	70·6	78·3	76·1	75·5	67·9	78·5	80·7	84·5
Amount charged for work done on customers' materials and repair work	88·0	101·6	100·0	26·5	26·7	25·0	25·4	25·1	24·5	30·8	29·6

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except ordnance and small arms. Excluding deliveries by the smallest firms which are estimated to be about 2 per cent of the total.
In general, spare parts are supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
*Provisional.

Car and commercial vehicle production in August higher than last year

THE MINISTRY of Technology have announced that the average rate of production of cars in the four weeks ended August 24 was 24,918 a week – 9 per cent higher than in the corresponding period of 1967. Commercial vehicle production averaged 5,336 a week, 6 per cent better than last year. In both years production was affected by annual holiday shutdowns.

Allowing for holidays and other seasonal factors, car production for the home market is estimated to have been rather higher in August than in July. Export production, however, appears to have fallen back, so that total production is estimated to have been somewhat lower than in July. The usual longer-term comparison of the latest three months with the preceding three months shows very little change, a small rise in home market production offsetting a small fall in export production and leaving total production at an unchanged level.

On a similar seasonally-adjusted basis, commercial vehicle production for the home market is estimated to have been virtually unchanged in August. Export production, however, appears to have risen so that total production was rather higher in August than in July. The three-months comparison shows small falls in both home market and export output in the latest three months as compared with the three months March-May.

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of difference in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home market	For Export	Totals	Weekly average	For Home Market	For Export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	258,793	221,040	479,833	36,910	66,754	37,711	104,465	8,036
1967 June	5	105,582	61,197	166,785	33,357	26,814	13,367	40,181	8,036
July	4	63,245	31,344	94,589	23,647	17,018	9,625	26,643	6,661
August	4	60,019	31,119	91,138	22,784	14,035	5,961	19,996	4,999
1968 June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	59,255	48,896	108,151	27,038	16,287	8,948	25,235	6,309
August	4	57,327	42,343	99,670	24,918	13,235	8,108	21,343	5,336

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quarter	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·9	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	83·4	60·0	143·3	21·3	12·0	33·4
2nd quarter	74·9	66·5	141·4	20·1	12·0	32·1
∫1967 July	86·5	45·2	131·6	22·0	11·2	33·2
August	88·9	46·7	135·6	22·1	11·1	33·2
September	82·4	40·6	123·0	21·2	9·5	30·8
October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	87·2	43·6	130·8	20·0	20·2	30·2
February	80·7	60·8	141·5	20·9	12·1	33·0
March	82·2	75·5	157·7	23·1	13·9	37·0
April	78·3	63·9	142·2	20·6	12·4	33·0
May	75·4	66·3	141·7	20·6	12·0	32·3
June	71·0	69·2	140·2	19·3	11·7	31·0
July	81·9	70·2	152·1	21·1	11·6	32·8
August	85·8	63·4	149·2	21·0	13·1	34·1
Average of: March to May 1968	78·6	68·6	147·2	21·3	12·8	34·1
June to August 1968	79·5	67·6	147·1	20·5	12·2	32·6
Percentage change	+1	—1	N/C	—4	—5	—4

Mr. C. R. M. Austin, a director of E. S. Mowat & Sons (Pty.) Ltd., South Africa, paid a special three-day visit to Brook Motors Ltd., of Huddersfield, to have technical and commercial discussions with the company's directors and executives. Following the South African's government's liberalization of their imports policy, the possibilities and prospects for the export of more electric motors to Africa have increased for this valuable market. Brook Motors have sold their products in that country since 1936 and have achieved a high reputation for their goods. Picture shows Mr. C. R. M. Austin (centre) watching Elaine Brook operating an automatic stator winding machine at the Huddersfield Works. Guide, Mr. R. Priestley looks on.

at rock bottom rates!

British Eagle International Airlines is pleased to be able to make a practical new contribution to the export effort by offering space on a Britannia all-freight jetprop aircraft flying to Alicante, Spain, eight times a week throughout the 8-week period between mid-October and mid-December. A firm contract to bring cargoes from Alicante to London for this period enables British Eagle to make these Britannia flights available to British exporters at rock-bottom rates. With a freight door measuring 122.75 ins x 76 ins, this superb freighter can accommodate eight standard pallets (108 ins x 88 ins), each carrying 4,500 lb. of goods. Flights are subject to Government approval, and normal U.K. charter regulations.

For further details, please contact Mr. T. Lucking, Charter Sales Manager.

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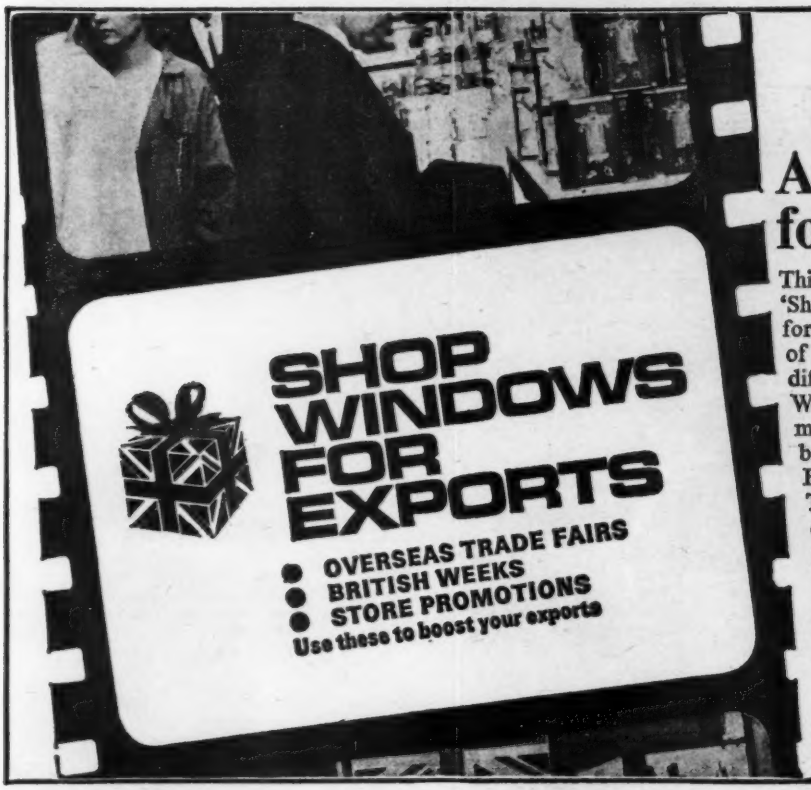

An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

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Exhibitions and Fairs

BRITISH WEEK STOCKHOLM STARTS TODAY

British Week Stockholm, opened today by HRH Princess Alexandra, will run until October 5. Goods from a record number of British firms will be on sale in over 1,000 shops and stores, backed up by special 'Centrepiece' displays and many other supporting events. The Week will be visited by Mr. Anthony Crosland, President of the Board of Trade, and Sir Antony Part, Permanent Secretary at the Board of Trade. Full reports on the Week, organized by the Board of Trade and the BNEC Export Council for Europe, will appear in future editions of the 'Journal'.

Permanent Secretary and President to visit British Week in Stockholm

SIR ANTONY PART, Permanent Secretary to the Board of Trade, is attending the opening of the British Week in Stockholm by HRH Princess Alexandra today (September 27).

Sir Antony is also a guest at the dinner given by the BNEC Export Council for Europe this evening, and on Saturday will attend the gala performance by the National Theatre Company of 'As You Like It'.

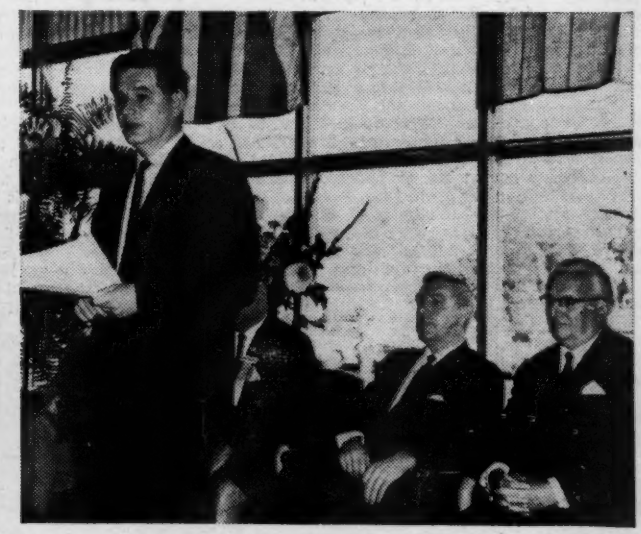
During his four-day stay the Permanent Secretary will have discussions with Swedish officials on matters of mutual interest.

Mr. Anthony Crosland, President of the Board of Trade, will visit Stockholm during the last two days of the British Week.

On October 4, Mr. Crosland will visit various displays in the centre of Stockholm, including the special 'Centrepiece' exhibitions at the Marmorhaller, where British cars, carpets, wool textiles, room settings, industrial design and consumer durable goods will be on show. Later he will be host at a reception at the British Embassy for Swedish and British businessmen.

Following a tour of the shops in Central Stockholm on the morning of October 5, the President will visit the exhibition of treasures of the City of London, and will be the host at a luncheon at the Anglais Hotel for Swedish industrialists, politicians, bankers and businessmen, before continuing his visits to shops in the old city.

Note: There has been exceptional response from British industry to the British Week in Stockholm, and it is expected that some 1,100 shops in the city itself and in the four satellite areas of Farsta, Vallingby, Solna and Skarholmen will concentrate on the sale of British goods.



Left: During his visit to the Brno Fair, Lord Brown, Minister of State, Board of Trade, talked to British manufacturers who were showing equipment there. Right: Mr. Edmund Dell, Minister of State, Board of Trade, speaks at the opening of the British Industrial Exhibition, Regina. Seated left to right, are the Hon. D. T. McFarlane, Minister of Agriculture, deputising for the Premier of Saskatchewan, and Sir Ralph Perring, chairman of the BNEC Committee for Canada.

Cancellation of British Shopping Week in Basle

An announcement from Basle last week stated that the British Shopping Week, which was to have been held there from September 20 to 28, had been cancelled.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Farnborough—a shop window for Britain's aerospace industry

The Board of Trade stand at Farnborough Air Show was devoted to the National Air Traffic Control Services and had as its theme 'Mediator', the code name given to the comprehensive plan to provide a computerized radar based air traffic service to all users of the airspace above 5,000 ft. over the United Kingdom Flight Information Region.

By the end of 1968 the aerospace industry's exports will be running at about £250 million, compared with £200 million last year; this was the forecast of Sir Richard Smeeton, director of the Society of British Aerospace Companies, on the closing day of the Farnborough Air Show (September 22).

Several large export orders were announced by British companies during the show. A consortium of six electronics companies are to supply communications equipment and navigational aids to Iran, a contract worth £13 million. Dowty have taken an order for nosewheel assemblies for the Douglas DC 10 worth £3 million and Bahamas Airways have ordered a pair of BAC One-Elevens, again worth £3 million. Hawker-Siddeley announced sales which have brought their export total to 124 aircraft and Redifon reported the sale of a digital simulator for the Boeing 727-200 to Western Airlines (£¼ million). Dowty Messier Ltd. have been awarded a £1 million contract for the design and manufacture of the main landing gear for the A300 airbus to be built between Hawker-Siddeley and Sud Aviation.

COPA of Panama bought a Hawker-Siddeley 748 worth £¼ million, which brought the export total of this aircraft to 138 units. Britten-Norman have sold 14 Islander aircraft to Australia and the South Pacific and seven to Argentina. Beagle Aircraft took orders for Argentina, Australia, America and Brazil and received inquiries on the Beagle Pup from 15 countries.

Giving his views on international collaboration, Sir Richard said that it was important for Europe to have a strong industry; co-operation with Europe to achieve this should be encouraged, but this did not exclude co-operation with other countries.

The question of whether there would be a show in 1970, said Sir Richard, would be discussed later this year. He was sure, however, that the industry would continue to have a show and he hoped it would be at Farnborough.

Despite the worst weather ever to hit the show, 12,000 trade visitors accepted invitations to attend and on Friday, Saturday and Sunday public attendance reached 172,056, only 1,719 short of the figure for 1966.

Opportunity for capital goods industries during British Week in Tokyo

THE 20,000 SQUARE FEET ground floor of Tokyo's Science Museum has been booked for a British scientific instruments, electronics and aerospace exhibition to run from September 26 to October 5, 1969, the period of the British Week in Tokyo. The exhibition is a triple joint venture sponsored by the associations of the three industries concerned, with the support of the Board of Trade. This was announced at the first meeting of the Industrial Participation Group set up by Mr. Michael Montague, chairman of BNEC Asia, to assist capital goods manufacturers to benefit from the intense excitement and interest in British goods which will be generated by the British Week.

Mr. Geoffrey Nichols, chairman of Rotaprint, will act as chairman of the I.P. Group. He emphasized that there was still plenty of opportunity for manufacturers of capital goods to take advantage of this opportunity and that they would be foolish not to do so.

The British Week in Tokyo, jointly organized by the Board of Trade and BNEC Asia, promises to be the most important commercial and cultural event ever held in Japan. A British Week office set up by the British Embassy in Tokyo is already in operation.

Further inquiries should be made to BNEC Asia, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121); or to Mr. A. Divers, Board of Trade, Room 216, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877 Ext. 3373).

'Fashion from Britain' success

A report from the British Embassy, Beirut

FORTY British manufacturers of ladies' and men's wear, swimwear, lingerie, shirts, knitwear and furs were represented at 'Fashion from Britain' an exhibition staged at the Phoenicia Hotel, Beirut, from September 9 to 14. The object of the event was to demonstrate to the Middle East market, and in particular the wealthier Lebanese who habitually buy from Paris, that British fashion designers are progressive and among the leaders of the world. Buyers were attracted to Beirut from many countries of the area.

The exhibition was opened on September 9 by His Excellency Soleiman Frangieh, the Lebanese Minister of National Economy and Minister of Justice, who was welcomed by His Excellency the British Ambassador. After a tour of the exhibition, the Minister attended the first fashion show, held in the cinema of the Phoenicia Hotel.

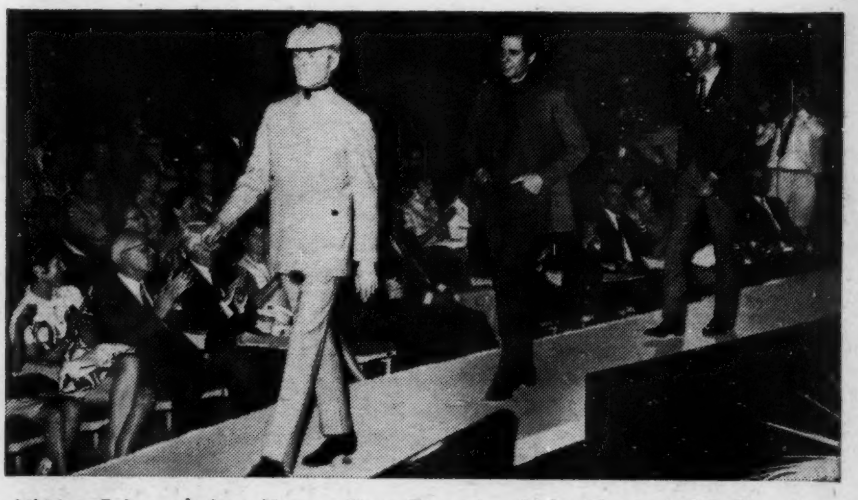
'Fashion from Britain' was sponsored jointly by the British Clothing Export Council and the Board of Trade and support was given by the British National Export Council, the Committee for Middle East Trade and Middle East Association.

In addition to the static exhibition in the ballroom of the hotel, individual exhibitors had private rooms in which to show and sell their merchandise and interested buyers were directed by the information desk at the exhibition to the appropriate room. Support for the static exhibition was given by a series of twice daily fashion shows as well as other ancillary events in Beirut including an exhibition of foodstuffs at Spinneys Centre, a local supermarket, and a display of British motor cars at a petrol filling station in front of the Centre. Mr. Soleiman Frangieh accompanied by the British Ambassador visited the Centre during the promotion and a Rover 2000 on show which had just been purchased by the Minister's son was pointed out to him.

As a prelude to 'Fashion from Britain' a reception was given by the British Ambassador at the Al-Bustan Hotel at Beit-Mery, a hill resort near Beirut, to which some six hundred influential Lebanese guests were invited. The highlight of the evening was the arrival of a motorcade of twenty British cars ranging from a Rolls Royce to Mini Mokes with the seventeen models flown specially from London for the promotion. The models gave a preview of their spectacular fashion show which was to prove so popular a feature of the exhibition during the following week.

A great deal of interest was aroused both locally and in the area by 'Fashion from Britain', and many leading Lebanese newspapers carried features. A fashion show set to music in the modern idiom has never before been staged in Beirut and the event as a whole is considered a great success. Its impact on the trade is already evident from the number of fashion buyers who have placed orders for delivery next spring and others who are arranging to visit London to place orders themselves. The effects of the exhibition are expected to be widespread, and visitors are reported to have come from Kuwait, Saudi Arabia, Ethiopia, Cyprus, UAR, Iraq, Qatar, Jordan, Libya and Syria. Many of the exhibitors were delighted with the results of the exhibition, claiming to have done as much business in one week as they had done in the previous year, and were already talking about their next visit to Beirut. Most exhibitors agreed that the visit had provided them with useful information about the buying habits here and the structure of the market.

Though it is still too early to assess the long-term effects of 'Fashion from Britain', the present indications are that it will result in substantially increased orders for British clothing and that Lebanese buyers and society will visit London in increasing numbers in the future.



Left: Visitors to the 'Fashion from Britain' exhibition, Beirut, admire a Norman Hartnell creation. Right: The musical fashion shows played to packed and enthusiastic audiences.

Heavy demand for space at British Industrial Exhibition, Sao Paulo

DEMAND for space in the British Industrial Exhibition to be held in Sao Paulo, Brazil (March 5 to 16, 1969) has been so heavy that it is already 60 per cent greater than the last BNEC Latin American exhibition in Mexico City in 1966. Well over 100 leading companies in British industry have so far applied for space in the exhibition.

Substantial assistance by the Board of Trade covering more than half the direct costs of mounting the exhibition has made it possible to offer space to exhibitors at a considerably reduced cost. As a result of this assistance the price of space, including the provision of shell stand and unlimited electrical power, has been reduced to only 30s. per square foot for indoor space with a limited amount of outdoor space available at 15s. per square foot. The Board of Trade also offers additional assistance to exhibitors with air fares, return freight charges and translation cost.

Because of the special character of the exhibition the large-scale publicity campaign will include extensive advertising in leading Brazilian trade and technical journals and the industrial and financial sections of the daily press. Direct personal invitations to visit the exhibition will cover influential buyers throughout the country as well as key personnel from private industry, federal, state and municipal authorities, trade organizations and federations and chambers of commerce. The fullest assistance in disseminating information concerning the exhibition is being provided by the Commercial and Information departments of the British Embassy and Consulate, and close co-operation is being maintained with British companies already established in Brazil in the compilation of full and up-to-date mailing lists.

Participation in the British Industrial Exhibition is open to all British manufacturers with equipment falling within the scope of the exhibition and to British companies in Brazil and Brazilian agents showing British products. The scope of the exhibition covers all types of industrial, agricultural and constructional machinery, materials and components. Brazil is particularly anxious to acquire foreign techniques in order to establish new industries and there are, therefore, excellent opportunities for showing products and processes suitable for joint ventures and licensing agreements between British and Brazilian firms.

The British Industrial Exhibition is sponsored by the BNEC's Committee for Exports to Latin America (CELA) and organized by Industrial and Trade Fairs International Ltd.

97 tons of biscuits for Sweden

SYMBOL BISCUITS LIMITED, one of the Lyons Group of Companies, have announced that their initial sales in Sweden in connection with British Week in Stockholm are 97 tons of biscuits so far. These are being distributed through all the major retail outlets, including the Swedish Co-operative movement, the Kooperative Forbundet, one of the largest Symbol customers.

The orders represent over £50,000 at retail value, and the sales level into Sweden during this limited period is three times as much as Symbol would normally expect to export into Sweden at this time of the year.

One of the stars of the Commercial Motor Show (September 20 to 28) is the newly announced Leyland gas turbine truck. The vehicle is designed to operate with a trailer at 38 tons gross train weight at speeds around 70 m.p.h., although it is flexible enough for town operation. Picture shows the men behind the gas turbine truck (left to right) Mr. Noel Penny, designer of the engine, Dr. Albert Fogg, British Leyland's director responsible for advanced technology, and Sir Donald Stokes, chairman of the British Leyland Motor Corporation, sitting on the fuel tank of the vehicle at Earls Court.

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£50,000 order for British firm at Cologne Hardware Fair

A report from the British Embassy, Bonn

THE QUALCAST GROUP of Derby booked what must have been one of the largest orders placed at the Cologne International Hardware and Household Goods Fair held from September 13-15, when Mr. V. Jurs, disponent of the Danish Co-operative Wholesale Society, signed a contract on behalf of the Joint Hardware Buying Organization of European Co-operative Societies for the delivery of hand lawn mowers worth £50,000 to co-operative societies in the Federal Republic of Germany, Austria, Switzerland, Denmark, Sweden, Norway and Finland. This is the first order placed by the European co-operative joint buying organization with a British hardware manufacturer.

The Cologne fair attracted 1,298 direct exhibitors and 209 additionally represented firms, from 23 countries, who showed a full range of hardware and household goods on a total net stand area of 45,500 square metres over 11 halls.

The United Kingdom, with 34 direct exhibitors and 29 represented firms, provided the largest foreign contingent, followed by France (37 plus 18 firms), and Holland (36 plus 13 firms).

Joint venture stands were mounted by the Board of Trade in conjunction with the British Artmetal Manufacturers Export Group, the British Domestic Electrical and Allied Manufacturers' Association and the Federation of British Horticultural Exporters Ltd.

When Mr. J. L. Taylor, Counsellor (Commercial) at the British Embassy, Bonn, visited British exhibitors, firms in all three groups were able to report complete satisfaction with the results achieved during the fair. Firms in the BEMAX Group noted a marked improvement in the quality of buyers who visited their stands, and reported good orders for their fancy metal products mainly from buyers in the EEC countries, the Federal Republic of Germany, France, Holland and Belgium, and also from Austria, Sweden, Denmark and the United States.

Member firms of the BEAMA received numerous inquiries from all countries in the EEC and EFTA areas, as well as from Eastern Europe, Israel and South America. A manufacturer of electric coal fires reported the first signs of German buying interest in this product.

Members of the Horticultural Export Group were very pleased with the outcome of the fair. One firm received over 500 inquiries on their agent's stand. Others estimated that their exports to the Federal Republic of Germany and other European countries would increase by 25 to 30 per cent within the next year as a result of their participation in the fair.

On the whole, British exhibitors at this year's autumn event appear to have fared better than did other foreign firms.

Spokesmen for German and foreign exhibitors reported widely varying business results, ranging from 'very good' to 'hardly satisfactory. Experiences differed greatly even within individual sectors of the manufacturing industry, so that the fair, regarded by many as a German economic and business barometer, showed no uniform trend. The most quoted descriptions of the fair were 'normal' and 'quiet'. Although effects of the trade recession in the Federal Republic of Germany appear to have been overcome, a return to boom conditions in the household goods and hardware trade is clearly not to be expected in the near future.

In almost all branches, domestic prices remained stable during the fair, but some price increases resulting from rising raw material and labour costs are expected towards the year end particularly for cutlery and hand tools (+4 to 7 per cent), for aluminium holloware (+1.5 to 5 per cent), and for glassware and porcelain. Delivery dates are described as 'normal', with the exception of hand tools (four weeks), and cutlery (4-6 weeks).

In general, the German retail trade placed orders during the fair with some caution, as has been mentioned above, the level of ordering in the various branches differed widely. Whereas there was a minor boom in horticultural equipment (with marked preference being shown for motor driven lawn mowers at the expense of hand mowers), good ordering of do-it-yourself articles, glassware and porcelain, satisfactory orders for aluminium holloware (with keen interest in coated holloware) and for plastic household goods, cutlery and hand tool manufacturers were far from satisfied with the business done on their stands.

Despite the absence of several leading German domestic electrical appliance manufacturers, who decided to miss the autumn event and to re-appear next spring, the autumn fair attracted 28,300 trade buyers, including 6,900 foreign buyers from 57 countries. This represents an increased attendance of 5 per cent in German and 9 per cent in foreign buyers. Rumours that the existence of the Autumn Houshold Goods and Hardware Fair might be in jeopardy were firmly squashed by official spokesmen for both industry and trade, who stated unequivocally at the closing fair press conference that it was the unanimous wish of both German trade and industry that the fair should continue to be held twice yearly as in the past. The increased attendance figures clearly illustrate that the autumn event has lost none of its attraction to buyers.

The Qualcast order for £50,000 won at the Cologne Hardware Fair, is signed by Mr. V. Jurs, a representative of the Danish Co-operative Wholesale Society. Seated (left to right): Mr. A. V. Bentley (British Co-operative Wholesale Society); Mr. Eric Pollicott (general sales manager, Qualcast); Mr. Jurs; Mr. R. A. C. Montague, manager of the London office of Nordisk Andelsforbund, the Scandinavian co-operative societies' buying organization). Standing: Mr. D. H. Darby (export representative, Qualcast); Mr. I. Petersen (Danish CWS); and Mr. B. Stanley (export sales manager, Qualcast).

[Photo courtesy of *The Hardware Trade Journal*.]

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Copenhagen's Fashion Week attracts international buyers

A report from the British Embassy, Copenhagen

COPENHAGEN'S reputation as a meeting point for fashion buyers from all over Scandinavia is now firmly established. The Fashion Week held from September 15 to 18 once again attracted thousands of fashion buyers from Denmark, Sweden, Norway and Finland and an increasing number of buyers from other European countries, on this occasion to see the spring collections of women's outerwear. At the Bella Centret, where Scandinavian manufacturers show, were 146 companies, 72 from Denmark, 41 from Sweden, 12 from Norway and 21 from Finland. In another of Copenhagen's leading exhibition halls, the Forum, were the international exhibitors from outside Scandinavia, numbering 116 companies from Britain, Germany, Austria, France and Switzerland.

The Clothing Export Council of Great Britain, utilizing the Board of Trade's joint venture arrangements, co-ordinated the participation by 80 British clothing manufacturers, with the 11 members of the Associated Fashion Designers of London group.

In addition to the continuous showing of collections on each manufacturer's own stand, the Clothing Export Council staged two shows a day at which buyers saw four garments from each manufacturer, ranging through coats, dresses, suits, sportswear, swimwear and rainwear. The eight shows presented over the four days attracted full houses of buyers.

Once again, as in their spring 1968 visit to Copenhagen, the Clothing Export Council presented a fashion spectacular, this time with the title of 'A Midsummer Night's Fashion Dream'; this fashion extravaganza, mounted in the ballroom of the Angleterre Hotel, was seen by some 1,000 buyers. This presentation by the Clothing Export Council reflected once more the polished, professional standard of excellence for which they have come to be widely known in overseas promotions.

Special mention should be made of the superb presentation at the Forum by the 11 members of the Associated Fashion Designers of London. Their stands, all white, had a classic grace while their clothes, as always, maintained to the full Britain's reputation as a centre of women's fashion.

There were 5,614 buyers registered at the Forum, of whom 3,042 came from Denmark, 1,461 from Sweden, 666 from Norway, 140 from Finland, 58 from Holland and 55 from Germany.

Initial reports from the British clothing manufacturers who participated indicate that order books were being well filled.

Woodworking machinery on show at Louisville

A report from the British Consulate-General, Cleveland

LOUISVILLE, the largest city in Kentucky, is a focal point of the United States wooden furniture-manufacturing industry, and the American National Association of Furniture Manufacturers now holds an important and well-attended very specialized International Trade Fair there every two years at which are exhibited new machinery, components and equipment used in this key industry. The only other United States city of comparable importance in organizing trade fairs for wooden furniture and woodworking is Greenville, S.C., with a 5-yearly event.

Louisville has a very large and modern Exhibition Hall, with some half-million square feet of exhibition space, and is in every way a suitable site for the Show. In addition to trade fair facilities, it is well endowed with hotels for the many exhibitors and visitors which the Show invariably attracts. Among the special groups of visitors at this year's show was a large contingent representing the British Furniture Developmnet Council and the Furniture Industry Research Association; the timing of their brief United States tour depended primarily on the dates of the Louisville Fair, the visit to which highlighted the tour.

At this year's Show, Britain was represented by four companies, two of which had also exhibited at the previous Show in 1966. Interwood Ltd. displayed automatic contour routing machines, various types of high-speed routers, canting slides and motorized precision router cutter grinders. Brookman Ltd. exhibited automatic corner block drilling machines (for the first time anywhere in the United States), as well as automatic drawer assembly equipment. Both of these companies have already established United States distribution networks.

Two other well-known British companies were exhibiting at Louisville for the first time. Pirelli Ltd. were displaying their specialized resilient cord-reinforced rubber webbing, while Gillott & Sons Ltd., who are no strangers in this country, demonstrated for the first time in the United States their 'Orbit' range of slim-line ball castors.

Though theoretically open to the public, who had to pay fairly heavily for admission, this was primarily a show for the trade only. Attendance for the 5-day event was estimated to have exceeded the 1966 total of just under 15,000. In this business-orientated throng, it was noticable that the British exhibits, though not grouped into one multiple stand, attracted a very fair share of interest.

Attendance by each of the four British companies was facilitated by joint-venture co-operation between the Board of Trade and the Machine Tool Trades Association. (A fifth company, J. K. O. Cutters Ltd., who had exhibited in 1966, were also present and exhibiting without official assistance; they shared a stand with their United States agents, whom they had met and selected here in 1966.)

Each of the British exhibitors expressed themselves as more than satisfied at the results of exhibiting at this trade show. The total number of inquiries was most gratifying, as was the measure of interest displayed in technical detail of the various types of equipment and products shown. In consequence, all anticipated increased business in this country. The entire event was, from the British viewpoint, specialized, profitable and well worth while.

The total number of exhibitors exceeded 460, a big advance on the 1966 total. The organizers were able to identify visitors from nearly every State as well as from several foreign countries. Foreign exhibitors included very large contingents from the Federal Republic of Germany and Italy, a medium size group from Canada, and smaller numbers from Sweden, France, Switzerland, the Netherlands, Norway and Austria.

The next Furniture Trade Fair at Louisville will be held in 1970.

'Buy British' theme at Regina

A report from the British Government Office, Regina, Saskatchewan

THE BRITISH Industrial Exhibition in Regina, Saskatchewan from September 10-12 was one of the main features of a comprehensive British export promotion in this inland city of Canada that included a British Shopping Week, a British-Canadian Trade Conference and a full programme of supporting social and cultural events. The promotion was jointly organized by the Saskatchewan Department of Industry and Commerce under the sponsorship of the Prairie Economic Council, consisting of the Provincial Governments of Saskatchewan, Manitoba and Alberta, and the Board of Trade through the British Trade Commissioner in Regina. The BNEC Canada Committee with the British Canadian Trade Association gave every encouragement and help, while a major part of the British Industrial Exhibition was organized by the London Chamber of Commerce as a joint venture in co-operation with the Board of Trade. In all, 40 British manufacturers were represented in the Exhibition, either by direct representation from the United Kingdom or by Canadian agents who were, in many instances, from Eastern Canada many hundreds of miles away. For many of the exhibitors this was their first attempt to sell in the Prairie Provinces of Canada.

A substantial proportion of the sales of capital goods in the three provinces is to Government Agencies and Crown Corporations, making the active support of the three Provincial Governments a significant factor. The Hon. W. Weir, Premier of Manitoba, the Hon. E. C. Manning, Premier of Alberta, and the Hon. W. Ross Thatcher, Premier of Saskatchewan, all visited the Exhibition and spent several hours inspecting the exhibits and discussing trade possibilities with exhibitors. Each Premier gave an official luncheon in honour of the British-Canadian Trade Conference, and on these occasions the Premiers strongly emphasized the determination of their Governments to encourage increased buying of British products and thus help to rectify the current serious imbalance of trade between Canada and Britain now heavily in Canada's favour. The initiative of the Saskatchewan Department of Industry and Commerce in promoting the British Industrial Exhibition was itself a practical demonstration of the assistance now being made available to British manufacturers in the important market of inland Canada.

Mr. Edmund Dell, Minister of State, Board of Trade visited Regina from September 6-11, and among his many official duties was the opening of the Exhibition. After the ceremony, Mr. Dell visited all the booths, displaying a representative range of British products including mining equipment, bearings, optical and electronic instruments, telecommunication equipment, fork lift trucks, tools and so on. The Minister also used ICL data transmission link with its headquarters in Putney, London to send a message to the President of the Board of Trade, receiving a reply from London within a few minutes. This demonstration helped to focus local attention on the successful order received by ICL for the installation of a 1901 A computer system at the Saskatchewan Power Corporation. The order, in the region of £80.000. is the first order received by ICL from Canada for this type of computer.

During the Exhibition, Mr. Ross Thatcher, Premier of Saskatchewan, announced orders for British capital goods worth approximately £200,000 by Saskatchewan Government Agencies. These included the ICL order and telecommunication equipment worth £66.000 from AEI, pole switches from Bowthorpe Line Equipment Ltd., valves from Newman Hender,

A silver Union Jack symbol is presented to the Hon. W. Ross Thatcher, Premier of Saskatchewan (left), by Mr. T. E. Rogers, Minister (Commercial), British High Commission, Canada, at the opening ceremony of the British Shopping Week in Regina on September 5.

and insulators from Doulton Insulators Ltd.

The success of the exhibitors varied according to the type of exhibits, but most reported a number of serious inquiries including interest in distributionships, and were well satisfied with their participation. An important byproduct of the Exhibition was the opportunity presented to exhibitors to acquire first-hand knowledge of the growing potential of the Prairie Provinces of Canada and the undoubted expansion of the market in this area for British capital goods covering a wide range.

The value of the Exhibition was enhanced by the British Canadian Trade Conference attended by visiting speakers from England and by Sir Ralph Perring, chairman of BNEC Canada Committee, and two of the Committee members, Lady Tweedsmuir and Mr. Peter Dalgliesh, the latter leading a BNEC Mission to the Provinces of Saskatchewan and Manitoba. Speaking at the opening of the conference, Mr. Dell pointed out that, though the value and volume of trade between Britain and Canada was very large, Britain's activities in Regina during the week reflected her consciousness that Britain still bought from Canada twice as much as Canada bought from Britain. 'Canada is about sixth on our list of export markets', said Mr. Dell, 'and I hope very much that as a result of our efforts here she may move up a place or two in the league table.'

Later, at a Provincial Government dinner, Mr. Dell spoke of Britain's ability to change and adapt to the times.

'We have welcomed the "Buy British" policy of the Saskatchewan Government and the affection for Britain in this Province which has been so much demonstrated not only over the last few days, but for a number of years. But we intend to sell our goods on the basis of their quality, design, performance, price and delivery. The proof that we recognize the importance of these factors is that some equipment in your potash mines is British, some of your telephone exchanges are British, and some of your generating equipment is British.

'We are here to sell to all Canadians in this city and beyond it', continued Mr. Dell. 'We are here to talk in the Trade Conference to all Canadian in this city and beyond it. We seek business on our merits, and on the basis of full and equal competition. But I must say that I have always found that in business friendship also counts and it helps us that here in Saskatchewan such friendship is found.'

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 13 issue.

Record business at Kampala Medical Show

A report from the British High Commission, Kampala

Mr. Ian Smith, of the Mowlem Construction Company, is interviewed by Uganda Television Services, at the Kampala Medical Show about the recent £6.7 million contract awarded to Mowlem for the construction of 12 more rural hospitals on the lines of those which they have already built. On the stand, on Mr. Smith's right, is Mr. Matthew Obutu, labour officer of the Mowlem Construction Company Limited, Kampala.

HELD CONCURRENTLY with the Second Commonwealth Medical Conference, the International Medical Exhibition, in Kampala, Uganda (September 8-11) included the largest display of British medical equipment and pharmaceuticals ever seen outside the United Kingdom. (Forty-three firms participated in a joint venture organized by the Surgical Instrument Equipment and Appliances Export Group with Board of Trade assistance.) The organizers of the exhibition reported record business and said that orders had handsomely exceeded their expectations.

The exhibition was held in a modern indoor stadium not far from the centre of Kampala, the capital of Uganda. Overseas Exhibition Services Ltd. undertook the planning and preparations for the exhibition. It was the largest exhibition of its kind ever to be seen in East, Central or West Africa. Nearly 50 companies were represented, including nearly all the leading international firms manufacturing medical equipment and pharmaceuticals.

Invitations for the Exhibition were drawn from three main sources:

People in Uganda concerned with the importing and purchasing of medical equipment and pharmaceuticals.

The delegates to the Commonwealth Medical Conference, representing the Commonwealth market as a whole.

Buyers from the surrounding African states, in particular Kenya and Tanzania, where close economic ties with Uganda already exist.

Personal invitations were sent by the organizers to every doctor, hospital administrator, medical officer, pharmacist, matron and importer of medical equipment throughout Uganda and its neighbouring countries. In addition, selected buyers from neighbouring countries were invited to spend four days at the exhibition by the British National Export Council. In co-operation with the local British embassies, delegates were selected from the major purchasing sectors of the medical communities of Sudan, Rwanda, Somalia and Ethiopia. A BNEC representative flew out from the United Kingdom to look after the delegates, and to arrange any introductions and special appointments.

The exhibition was opened on September 8 by the Uganda Minister of Health, who said after his tour of the stands: 'The Exhibition is certainly tremendously interesting to everyone connected with the medical profession, and tomorrow I intend to advise all the delegates to the Commonwealth Medical Conference to come here'.

Among distinguished visitors to the exhibition were Mr. Kenneth Robinson, Minister of Health, and the Parliamentary Secretary to the Ministry of Overseas Development, Mr. Oram. Thirteen of the delegations to the Commonwealth Medical Conference also visited the exhibition and a party in honour of British exhibitors was given by the Acting British High Commissioner in Uganda, Mr. Peter Foster.

Among the displays of surgical instruments, specialized drugs and the most modern medical equipment now available to the profession, were many new products on show for the first time anywhere in the world. Other highlights of the Exhibition were the various technical demonstrations as well as the offers of free planning services made by a number of exhibitors.

As a result of the substantial interest for the equipment shown, there is no doubt that many of the exhibitors will be increasing their trade with East African markets. After the exhibition closed, many companies were reported to be still negotiating contracts for the purchase of supplies and equipment.

Out of the 48 firms represented at the exhibition, 44 were British-based and nearly all of these were represented by one or more salesmen who had flown out to Uganda with financial assistance from the Board of Trade especially to be present at the exhibition.

Exhibitors report

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

British instrumentation for Rumanian industry

INSTRUMENTS to do virtually every kind of job in research, medicine and industry will be seen in Bucharest when the first-ever British Industrial Exhibition opens there in October. Altogether, some 40 producers of instruments and control devices are exhibiting products of up-to-the-minute and sophisticated design. Instruments represented will include oscilloscopes, computers, recorders, analyzers, transducers, spectrophotometers, digital voltmeters, data loggers and processing systems for all industries.

Most of the equipment will be on view in Rumania for the first time, and has in fact been specially chosen for the exhibition on the basis of a special 'shopping list' of some 1,200 items specified by the Rumanian authorities as being of particular interest; some 200 items alone were named, for example, by the Rumanian National Council of Scientific Research. The organizers of the exhibition, Industrial and Trade Fairs International Ltd., have thus been able to provide British manufacturers with a classified guide to Rumania's key import needs.

The British Industrial Exhibition (October 17 to 27) is sponsored by the East European Trade Council with the co-operation of the Chamber of Commerce of the Socialist Republic of Rumania. The exhibition has the full support of the Board of Trade, who are making a substantial financial contribution to exhibitors' costs.

Garden sprayers at New York Hardware Show

KILLASPRAYS – the compressed-air garden sprayer range – will have pride of place on the ASL (Associated Sprayers Limited, Birmingham) stand at the New York National Hardware Show from October 7 to 10. The United States is the company's fastest growing market and they are confident that the display of their range of products at the show will help their North American sales drive.

ASL will exhibit at the show as part of a British contingent under the joint sponsorship of the Board of Trade and the Federation of British Horticultural Exporters Limited. This year, ASL will produce over 2,000,000 garden sprayers alone and some 30 per cent of their total output of sprayers and clothes drying aids will be exported.

Silexine's export success in Johannesburg

SILEXINE PAINTS LTD. have recently taken part in the South African Building Exhibition in Johannesburg (August 21 to 29) as part of the British display organized by the Building Materials Export Group with the support of the Board of Trade under the joint venture scheme.

Mr. Barry Edwards, sales director, and Mr. Guy Ellerington, marketing director, arrived back recently from what they describe as a most successful visit. Mr. Edwards reports: 'We were extremely pleased by the amount of interest our stand attracted. We were inundated with inquiries from trade visitors, and as a result expect soon to announce a sizeable order from our South African agents which we shall ship out from our Barking factory. Having seen the tremendous potential in the South African building industry, plans for manufacturing under licence there in the near future are well advanced.'

Silexine exhibited their Genuine Stone Paint, Anticon anti-condensation paint, Fungi-Chek fungicidal paint, and Aqua-Chek water-repellent paint, together with a variety of ancillary products recently introduced to their range which have already proved themselves in the United Kingdom market.

Dunlop at SPOGA

HIGHLIGHTS among the wide range of tennis, badminton, golf, squash and table tennis equipment to be seen on the Dunlop stand at the International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) being held in Cologne from October 20 to 22 are the successful Dunlop '65' golf ball, said to be used by more amateur and professional players than any other ball, and the 'Endora' solid golf ball, which represents a significant advance in solid golf ball design. In addition, there is a full range of clubs and golf bags incorporating the 1969 colour range.

The Dunlop Maxply Fort tennis racket, used by Rod Laver and Tony Roche, winner and runner-up of the first Open All England Lawn Tennis Championship at Wimbledon in June of this year, is the main feature of the display of Dunlop tennis equipment. Dunlop Fort tennis balls, are also on show as are Dunlop Long Play pressurless tennis balls.

Dunlop Sports Co. Ltd. is one of a number of firms taking part in the large British group display at this Fair which is being organized by the Federation of British manufacturers of Sports and Games Ltd., the Camping Trade Association of Fishing Tackle Makers in collaboration with the Board of Trade under its joint venture scheme.

'Scotland' theme at Rand Easter show

THE ONLY manufacturer of machinery for the plastics industry in the exhibition organized by the Scottish Council (Development and Industry) and sponsored by the Board of Trade at the Rand Easter Show in the Milner Park, Johannesburg, from March 25 to April 7, 1969 will be Modern Plastic Machinery Corporation (United Kingdom) Limited of Kirkcaldy, Fife.

A complete blown film line making 30in. wide polythene on the stand is planned as a feature of the MPM stand in Johannesburg. This line-up of equipment will include a new low-based general purpose 2½in. extruder which has been developed by MPM. Intended for the smaller plastics manufacturer where cost of equipment has to be equated with production costs this 'off-the-shelf' extruder will compare in cost with similar machines obtainable at present only from Italy and Germany.

Jobling looks to the East

ONE OF the world's largest producers of laboratory glassware, James A. Jobling and Co. Ltd., is stepping up its export drive in Eastern Europe. The company, which manufactures 'Pyrex' borosilicate glass products, is taking part in the British Industrial Exhibition in Bucharest, October 17-27, which is being organized by Industrial and Trade Fairs International Ltd.

Jobling has been selling to Eastern Europe countries for many years. 'However, this is the company's first exhibition of laboratory glassware there,' said Mr. E. L. Harrison, commercial director of the Jobling Industrial Division, 'and it marks a further step in our efforts to increase trade with the Eastern bloc.'

A focal point of the company's display will be an Oldershaw fractionating column, often described as the highest achievement of the glass workers art because of its intricate configuration and internal construction. Other products on display will include glassware for the analytical chemist, bacteriologist, and for the chemists in the petroleum industry.

Docks Board container facilities featured at Baltimore

THE FACILITIES for ocean container ships now under construction, and planned at Southampton, Hull and Newport will be the main feature of an exhibit which the British Transport Docks Board will display to American shipping and commercial interests during the forthcoming Second International Container Services and Equipment Exhibition at Baltimore next month (October 28-November 1). The Board is taking part in the British group display organized by the London Chamber of Commerce with support from the Board of Trade under the joint venture scheme.

Southampton, where a 1,000 ft. ocean container quay with 18 acres of container mashalling area behind it is now approaching completion, will be given particular prominence at the exhibition.

Substantial orders at Chicago printing exhibition

AEROSTYLE LTD. of London, manufacturers of anti-setoff sprays and powders for the printing industry, report a very successful venture at this year's International Printing Exhibition PRINT '68 in Chicago.

Mr. A. J. Campbell, who attended the exhibition, reported that large orders were placed for all the firm's products.

Substantial orders have been placed by agents appointed in the major printing areas of the United States. In addition to Aeroset powder sprays and Intergran powders, orders have been received for the Aerostyle carbon-vaned rotary air pumps and the successful 'Drainamattic' air line filters and pressure regulators.

Apart from America, there are over 25,000 Aerostyle powder sprays in use throughout the rest of the world.

From Brighton to Berlin

THE Brighton firm of Jaycee Furniture Limited is one of a group of manufacturers taking part next month in a special promotion of British goods at the store of Moebel Huebner, the largest furniture retailers in West Berlin. The exhibition, which will include comprehensive displays in room settings of all types of furniture, is sponsored by the Board of Trade and the British Furniture Manufacturers Export Club. It will be opened by the British Ambassador, Sir Roger Jackling.

Between 10-15 per cent of Jaycee's exports currently running at £650,000 f.o.b. per annum, go to the Federal Republic of Germany, and their exhibit will contain selections from their ranges of English period-style furniture in oak and yew finishes.

Overseas visitors order crystal-growing materials

ORDERS are being received by BDH Chemicals Ltd. as a result of exhibiting at the recent International Conference on Crystal Growth, which attracted 500 delegates – half of them from overseas – to Birmingham University.

Marketing executive Mr. Roger Davies, one of the three BDH staff who attended the exhibition, reported active interest in BDH materials for crystal growth on the part of all visitors, who included experts from America, Russia, Poland, Czechoslovakia, Israel, France and Denmark.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Libya

THE TUNISIAN *Journal Officiel* of August 20, 1968 announced the renewal, for a further year from July 1, of the trade agreement of 1961 between Tunisia and Libya. Goods to be exchanged under the agreement remain unchanged compared with the previous year and all imports will be made 'according to need'. For previous notification see *Board of Trade Journal* of September 8, 1967.

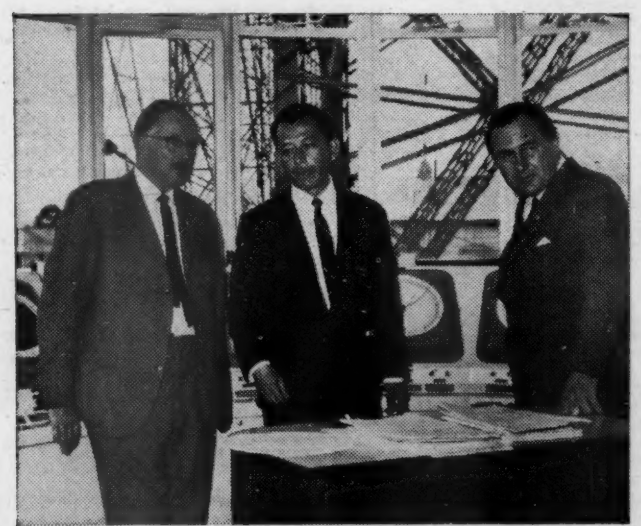
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Iraqi—Jordan economic agreement: Correction

THE FIGURE given in the second paragraph of the notice on page 674 of the *Board of Trade Journal* for September 6, 1968, should be £3.5 million sterling, and not £35 million.

The discussions referred to in the above notice resulted in the issue on April 29, 1968, of a protocol to the agreement of December 1965 as amended. This protocol extended the economic agreement of December 9, 1965, for a period of three years, subject to automatic renewal.

Inquiries about this, or the preceding, notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference number CRE 13922/G.



Mr. R. A. Recalde, a senior electrical engineer with the Instituto Ecuatoriano de Electrificacion of Quito, Ecuador, seen (centre) in the control house of the testing station for transmission towers, etc., at Painter Bros. Ltd., of Hereford, a member of the BICC Group, during a recent visit to the United Kingdom sponsored by the Confederation of British Industry. With him in the picture are (left) Mr. H. Weatherall, director and commercial manager of Painter Bros., and Mr. J. L. Nock, director and general manager.

Merger of Foreign and Commonwealth Offices

ON MARCH 15 Mr. Harold Wilson, the Prime Minister, announced the Government's intention of bringing about the amalgamation of the Foreign and Commonwealth Offices into a single Office. He asked Mr. Michael Stewart, the Foreign Secretary, to supervise this and to be responsible for the new Office.

HM Government has now decided that the new Office will come into being on October 17. It will be known as the Foreign and Commonwealth Office.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ANGOLA

(187/68) Rolling Stock Rims, Axles and Springs for Servico de Compras and Armazens. October 25. E.S.B. 35223/68.

ARGENTINA

Servicios Electricos del Gran Buenos Aires, SA:
(184/68) Electrical Equipment. October 10. E.S.B. 34797/68*.
(184/68) Resctance Coils. October 13. E.S.B. 34798/68.
(184/68) Laboratory Equipment. October 13. E.S.B. 34799/68.*
(184/68) Cables. October 13. E.S.B. 34800/68.*
(185/68) Electrical Equipment. October 15. E.S.B. 35311/68* and 35313/68.*
(185/68) Electrical Equipment. October 15. E.S.B. 35312/68.*
(185/68) Transformers. October 10. E.S.B. 34795/68.*
(185/68) Switches, Control Units. October 10. E.S.B. 34796/68.*
(188/68) Telephone Exchange. October 17. E.S.B. 35913/68.*
(188/68) Cable and Terminals. October 17. E.S.B. 35914/68.*

AUSTRALIA

(185/68) Construction of a Berthing Dolphin for BP Refinery (Western Port) Pty. Ltd. (Pre-qualification Information). E.S.B. 35290/68.
(187/68) Vibration, Actuation and Measuring System for Commonwealth Scientific and Industrial Research Organization. (Further Information.) Tender documents now available. E.S.B. 35111/68.*
(185/68) Aerodrome Beacons for Department of Civil Aviation. November 5. E.S.B. 35291/68.*
(186/68) Copy Milling Machine for District Contract Board. (Further Information.) E.S.B. 34728/68.*
(185/68) Switch Units for Electric Supply Committee. October 16. E.S.B. 35285/68.
(184/68) Construction of Filters for Sale City Council. November 8. E.S.B. 35114/68.
(183/68) Transformers for State Electricity Commission of Victoria. November 4. E.S.B. 35107/68.*

BRAZIL

(187/68) Electrical Equipment for Compania Auxiliar de Empresas Electricas. October 28. E.S.B. 35395/68.

BURMA

Ministry of Defence:
(183/68) Helmets. October 31. E.S.B. 35113/68.*
(186/68) Tanks. October 15. E.S.B. 35164/68.*
People's Electro Mechanical Servicrs:
(188/68) Compressor Motor Assembly. November 6. E.S.B. 35380/68.*
(188/68) Motor Units. November 6. E.S.B. 35379/68.*
People's Oil Industry:
(183/68) Spares for Star-Delta Starter. October 10. E.S.B. 35102/68.*
(184/68) Flanges. October 14. E.S.B. 35103/68.*
(184/68) Pipes. October 31. E.S.B. 35167/68.*
(184/68) Pipes and Pipe Fittings. October 31. E.S.B. 35103/68.*
(184/68) Chemicals. November 2. E.S.B. 35160/68.*
(184/68) Winches. October 17. E.S.B. 35162/68.*
(185/68) Turbidity Meter. October 17. E.S.B. 35161/68.*
(187/68) Pressure Gauges. November 12. E.S.B. 35352/68.*
(187/68) Thermometers and Accessories. November 12. E.S.B. 35355/68.*
(187/68) Bolts and Nuts. October 28. E.S.B. 35356/68.*
(187/68) Mild Steel. October 25. E.S.B. 35357/68.*
(187/68) Shipping Materials and Accessories for People's Pearl and Fishery Board. October 24. E.S.B. 35354/68.*
Union of Burma Railway Board:
(183/68) Belting, Canvas, Hose Pipe, I.R. Cloths, Linoleum. October 10. E.S.B. 34790/68.*
(187/68) Drills. October 31. E.S.B. 35346/68.*
(187/68) Welding and Brazing Materials. October 31. E.S.B. 35344/68.*
(187/68) Workshop Materials. October 31. E.S.B. 35345/68.*
(188/68) Padlocks. October 28. E.S.B. 35359/68.*

CANADA

(185/68) Spillway Gates for Mica Dam for British Columbia Hydro and Power Authority. November 5. E.S.B. 35158/68.*

CEYLON

(188/68) Excavating Plant and Equipment for Central Tender Board. October 15. E.S.B. 35314/68.
(188/68) Cement for Co-operative Wholesale Establishment. October 15. E.S.B. 35378/68.
(187/68) Paper for Eastern Paper Mills Corporation. October 25. E.S.B. 35298/68.*
Government Stores Department:
(186/68) Khaki Drill. October 31. E.S.B. 35303/68.
(186/68) Cotton Drill. November 25. E.S.B. 35309/68.*
(185/68) Bottling Plant for National Milk Board. (Further Information.) Tender documents now available. E.S.B. 34720/68.*
(187/68) Hydraulic Jacks for Sri Lanka Sugar Corporation. October 30. E.S.B. 35339/68.
State Engineering Corporation:
(185/68) Winding Wire. (Further Information.) Tender documents now available. E.S.B. 34721/68.*
(185/68) Pneumatic Poker Vibrators. (Further Information.) Tender documents now available. E.S.B. 34719/68.*
(187/68) Lifts for Tender Board, Government Electrical Undertakings. October 29. E.S.B. 35300/68.*
(186/68) Water Tubes for Tender Board, Government Stores. December 10. E.S.B. 35302/68.
Water Supply Drainage and Local Government Work:
(186/68) Water Supply Scheme. November 1. E.S.B. 35299/68.
(187/68) Construction of Water Supply Scheme. October 11. E.S.B. 35301/68.

COLOMBIA

(187/68) Vehicles for Departamento del Cauca. October 16. E.S.B. 35394/68.
(184/68) Telecommunication Equipment for Empresa Nacional de Telecomunicaciones. November 6. E.S.B. 35163/68.
(185/68) Pumping Equipment for Empresas Publicas de Medellin. November 6. E.S.B. 35166/68.
(185/68) Television Equipment for Instituto Nacional de Radio y Television. October 21. E.S.B. 35165/68.*
(187/68) Telecommunication Equipment for Interconexion Electrica SA. December 6. E.S.B. 35392/68.

CAMEROON, FEDERAL REPUBLIC OF

(187/68) Construction of Railway Network for L'Office du Chemin de fer Transcamerouncis. (Pre-qualification Information.) October 31. E.S.B. 35739/68.

CONGO, DEMOCRATIC REPUBLIC OF

DCMP:
(188/68) Pharmaceuticals. October 29. E.S.B. 35765/68.
(188/68) Pharmaceuticals; Chemicals. October 22. E.S.B. 35763/68.*
(188/68) Chemicals; Pharmaceuticals. October 25. E.S.B. 35764/68.*

ETHIOPIA

(187/68) Generating Set for Ethiopian Petroleum Share Company. November 29. E.S.B. 35348/68.*

GREECE

Hellenic State Railways:
(184/68) Steel Pipes. October 18. E.S.B. 35245/68.*
(184/68) High Tension Plugs. October 25. E.S.B. 35255/68.*
(184/68) Iron Bars, Girders etc.; October 11. E.S.B. 35257/68.*
(185/68) Safety Glass for Cars and Railcars. October 11. E.S.B. 35259/68.*
(187/68) Wheels and Tyres. October 22. E.S.B. 35260/68.*
Ministry of Commerce:
(186/68) Steel Pipes; Wrenches. October 18. E.S.B. 35274/68.*
(186/68) Radio Transceivers. October 9. E.S.B. 35287/68.*
(187/68) Tractors. October 23. E.S.B. 35349/68.*
(187/68) Tape Recorders. October 21. E.S.B. 35331/68.*

HONDURAS, REPUBLIC OF

(187/68) Construction of Building for Instituto Hondureno De Seguridad Social. (Pre-qualification Information.) December 3. E.S.B. 34783/68.

HONG KONG

(186/68) Urinal Stalls and Fittings for Tender Board, Colonial Secretariat. October 18. E.S.B. 35315/68.*

ICELAND

(186/68) Telecommunication/Telemetering System Equipment for Landsvirkjun (The National Power Company.) October 15. E.S.B. 35283/68.*

INDIA

Bharat Heavy Electricals Limited:
(187/68) Electrical Equipment. October 25. E.S.B. 35376/68.
(187/68) Electrical Equipment. October 22. E.S.B. 35377/68.
(187/68) Water Main Relaying for Calcutta Metropolitan Water and Sanitation Authority. November 28. E.S.B. 35396/68.
Directorate General of Supplies and Disposals:
(185/68) Crash Fire Tenders. (Further Information.) Tender documents now available. E.S.B. 34601/68.*
(187/68) Fire Tenders, (Further Information.) It is understood that bids for imported equipment will be considered and suitable foreign exchange will be provided. E.S.B. 34297/68.*
(187/68) Boring Machines. (Further Information.) Bids will only be accepted from indigenous sources. E.S.B. 34706/68.
(187/68) Slab Milling Cutters. (Further Information.) Bids will only be accepted from indigenous sources. E.S.B. 34707/68.
(187/68) Signalling Equipment for Eastern Railway, Calcutta. Closing date postponed to October 15. E.S.B. 30829/68.*
Hindustan Shipyard Ltd.:
(186/68) Switchgear Cables. November 11. E.S.B. 35307/68.
(187/68) Distribution Boards. October 24. E.S.B. 35308/68.*
(185/68) Conveyor System for Indian Oil Corporation Limited. October 23. E.S.B. 35155/68.
(188/68) Pumps for Indian Supply Mission. November 11. E.S.B. 35322/68.
(186/68) Moulding Powder for Indian Telephone Industries Ltd. October 14. E.S.B. 35306/68.
National Coal Development Corporation Limited:
(187/68) Tents. October 10. E.S.B. 35365/68.
(187/68) Transformers and Accessories. October 14. E.S.B. 35366/68.
(187/68) Ball Roller and Bearings. October 9. E.S.B. 35367/68.
National Coal Development Corporation:
(187/68) Metals. October 18. E.S.B. 35399/68.
(187/68) Steel. October 15. E.S.B. 35398/68.

IRAN

(188/68) Bolts and Nuts for Iranian State Railways. October 29. E.S.B. 35731/68.*
(185/68) Construction of Irrigation Project for Khuzestan Water and Power Authority. (Pre-qualification.) November 1. E.S.B. 34901/68.
(184/68) Construction of Earth Reservoirs for Tehran Regional Water Board. November 10. E.S.B. 35138/68.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade,, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate Ldn.). mentioning the products or countries of special interest to you.

IRAQ

(184/68) Electric Lamps for Directorate General of Planning and Design. (Further Information.) Tender documents now available. E.S.B. 33564/68.*

(184/68) Textile Machinery for General Weaving and Spinning Company. October 30. E.S.B. 35136/68.*

Iraqi Ports Administration:

(184/68) Carving Machine. November 6. E.S.B. 35117/68.

(184/68) Brushes. October 9. E.S.B. 35118/68.

(184/68) Forklift Trucks. November 20. E.S.B. 35115/68.

(184/68) Manhole Fumes Extractors. October 9. E.S.B. 35116/68.

Ministry of Communications:

(184/68) Switchboards, Telephone Sets and Spare Parts. November 5. E.S.B. 35119/68.

(184/68) Jacks. (Further Information.) Closing date postponed to October 13. E.S.B. 20948/68.

(184/68) Valves for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 34248/68.*

Ministry of Health:

(184/68) Drugs. (Further Information.) Tender documents now available. E.S.B. 34250/68.*

(184/68) Plastic Bottles. (Further Information.) Tender documents now available. E.S.B. 34247/68.*

Ministry of Municipal and Rural Affairs:

(184/68) Construction of Water Supply Scheme. December 31. E.S.B. 35139/68.

(184/68) Ladders. October 12. E.S.B. 35121/68.

(184/68) Bleaching Powder. October 12. E.S.B. 35122/68.

(185/68) Channel Brackets. October 17. E.S.B. 35120/68.

(184/68) Water Supply Scheme for Ministry of Municipalities and Works. (Further Information.) The closing date has been postponed to December 31. E.S.B. 30087/68.*

Ministry of Works and Housing:

(184/68) Airfield Fire and Rescue Vehicles and Equipment. November 2. E.S.B. 35130/68.*

(184/68) Construction of Building. December 3. E.S.B. 35123/68.

(184/68) Copper Wires for National Electricity Administration. October 12. E.S.B. 35125/68.

(184/68) Wire and Accessories for Posts, Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 34251/68.*

(188/68) V-Belts for Sarchinar Cement Administration. (Further Information.) E.S.B. 33569/68.*

IRISH REPUBLIC

(185/68) Traffic Signals for Dublin County Council. (Further Information.) The closing date has been postponed to October 11. E.S.B. 33150/68.

JORDAN

(187/68) Transformers for Jordan Electricity Authority. November 1. E.S.B. 35337/68.

KUWAIT

Central Tenders Committee:

(183/68) Aerial System. October 29. E.S.B. 34757/68.*

(183/68) Telegraph Terminal Equipment. November 5. E.S.B. 34758/68.*

(183/68) Telephone Overhead Line Materials. November 5. E.S.B. 34759/68.*

MALAWI

(185/68) Sprayers for Government Central Tender Board. (Further Information.) Tender documents now available. E.S.B. 34712/68.*

(186/68) Medical Supplies for Medical Buying Board, October 10. E.S.B. 35319/68.*

MEXICO

(188/68) Cranes for Lic Gustaro Lalison Rojas. October 21. E.S.B. 35778/68.*

MOROCCO

(188/68) Construction of Grain Silo for La Chambre de Commerce et D'industrie de Casablanca. October 17. E.S.B. 35766/68.*

One of Ransomes Sims and Jeffries Ltd., of Ipswich, heavy-duty 36in. Mastiff motor mowers cutting the grass of the Mexico Olympic Games Aztec football stadium. These British-built mowers have been used at alll the Olympic Games since the war, and all through 1968 they have been used in producing an Olympic finish on the Aztec Football Stadium, the University Football Stadium and the training areas and lawns in the 1968 Olympic Village.

MOZAMBIQUE

(186/68) Vehicle Spares for Lourenco Marques Municipality. October 11. E.S.B. 35151/68.

NETHERLANDS

(185/68) Tunnel Construction for Chief Engineer of Waterways (Locks and Dams). October 18. E.S.B. 35293/68.

NEW ZEALAND

(185/68) Cable for Auckland Electric Power Board. November 8. E.S.B. 35292/68.*

(188/68) Cotton Drill for General Post Office. October 22. E.S.B. 35388/68.*

PAKISTAN

(188/68) Railway Wagons for East Pakistan Railway Board. (Further Information.) E.S.B. 30870/68.*

(183/68) Bolts and Nuts for Pakistan Western Railway. (Further Information.) Tender documents now available. E.S.B. 32263/68.*

PARAGUAY

(188/68) Port Equipment for Administracion Nacional de Navegacion y Puertos. Closing date postponed to 5 p.m. November 12. E.S.B. 8516/66.

(188/68) Sodium Silico Fluoride for Direccion Ejecutiva de la Corposana. October 21. E.S.B. 35771/68.*

PERU

(187/68) Electric Meters for Lima Light and Power Company. October 24. E.S.B. 35381/68.*

PHILIPPINES, REPUBLIC OF

(185/68) Construction of a Printing Plant for Secretary of Finance. (Pre-qualication.) October 30. For submission of bids, November 29. E.S.B. 35157/68.

SINGAPORE, REPUBLIC OF

(187/68) Drugs; Chemicals for Ministry of Health. October 14. E.S.B. 35232/68.*

(188/68) Hoist and Girder for Public Utilities Board. (Further Information.) Tender documents now available. E.S.B. 35390/68.*

SOUTH AFRICA

(184/68) Boiler Plant and Accessories for South African Iron and Steel Industrial Company. November 11. E.S.B. 34944/68.*

State Tender Board:

(187/68) Receivers. October 21. E.S.B. 35374/68.*

(187/68) Laboratory Equipment. October 14. E.S.B. 35370/68.*

(188/68) Hospital Equipment. October 21. E.S.B. 35373/68.*

SPAIN

(188/68) Railway Track Equipment for Direccion de Estudios y Planificacion. October 11. E.S.B. 35750/68.*

SUDAN

(187/68) Inert Cells for Controller of Stores, Posts and Telegraphs. October 24. E.S.B. 35212/68.*

Ministry of Works:

(186/68) Air Conditioning. October 26. E.S.B. 35208/68.*

(186/68) Lift. October 16. E.S.B. 35209/68.*

TAIWAN

Central Trust of China:

(184/68) Franking Machines. October 9. E.S.B. 34770/68.*

(185/68) V Belts. October 11. E.S.B. 35239/68.*

(186/68) Pipes and Fittings. October 11. E.S.B. 35240/68.*

(187/68) Packing Materials. October 15. E.S.B. 35228/68.*

(187/68) Drilling Additives. October 17. E.S.B. 35715/68.*

(187/68) Fire-fighting Truck. October 14. E.S.B. 35229/68.*

(187/68) Tipping Paper. October 14. E.S.B. 35230/68.*

(187/68) Vehicle Chassis. October 14. E.S.B. 35231/68.*

(187/68) Flow Meter and Valves October 19. E.S.B. 35714/68.*

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PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

(187/68) Plate Heat Exchange. October 31. 35718/68.*
(188/68) Fermenting and Storage Cellar Equipment. October 30. E.S.B. 35400/68.*
(186/8) Signal Installation Equipment. October 18. E.S.B. 35711/68.*
(188/68) Telegraph Equipment. October 18. E.S.B. 35713/68.*
(188/68) Tank Gauge. October 24. E.S.B. 35671/68.*
(188/68) Steel Pipes. October 21. E.S.B. 35706/68.*
(188/68) Alcohol Rectification Plant. October 18. E.S.B. 35710/68.*
(188/68) Expansion Joints October 22. E.S.B. 35707/68.*
(188/68) Spectrometer. October 23. E.S.B. 35708/68.*
(188/68) X-ray Emission Spectrograph. October 21. E.S.B. 35705/68.*

TANZANIA

(187/68) Alarm Equipment for Tanzania Electric Supply Co. Ltd. November 6. E.S.B. 35602/68.

THAILAND

(187/68) Workshop Equipment for Barcs Metal Co. Ltd. October 9. E.S.B. 35013/68.*
(184/68) Pipes for Department of Technical and Economic Co-operation. October 22. E.S.B. 35181/68.*
(186/68) Aluminium Extrusion and Die Casting Machines for Industrial Finance Corporation. October 9. E.S.B. 35012/68.*
(186/68) Aluminium Conductor for Metropolitan Electricity Authority. November 1. E.S.B. 35196/68.*
State Railway of Thailand:
(184/68) Rubber Mixing Mill. October 14. E.S.B. 35220/68.
(188/68) Pumps. October 21. E.S.B. 35178/68.
(186/68) Dynamometer. October 14. E.S.B. 35176/68.
(186/68) Press. October 15. E.S.B. 35177/68.

TURKEY

Devlet Su Isleri Genel Mudurlugu:
(186/68) Generator Sets. October 9. E.S.B. 35184/68.*
(186/68) Drilling Equipment, October 10. E.S.B. 35185/68.*
(186/68) Rock Breakers. October 22. E.S.B. 35203/68.*
(186/68) Outboard Motors. October 23. E.S.B. 35204/68.*
(187/68) Chemical Supplies. October 21. E.S.B. 35202/68.*
(186/68) Cards for PTT Genel Mudurlugu. October 16. E.S.B. 35183/68.*
(187/68) Fork-lift Trucks and Reciilers for TCDD Isletmesi. October 11. E.S.B. 35195/68.*

UNITED STATES OF AMERICA

(188/68) Cable for City of Seattle. October 10. E.S.B. 35137/68.*

Mr. M. K. Apaloo, chairman of the Ghana Water and Sewerage Corporation, recently visited the Ditton, Lancashire works of Turners Asbestos Cement Co. Ltd., a Turner & Newall company. In the photograph Mr. Apaloo is shown (right) discussing a point of interest with Mr. F. Wilson, assistant works manager, Ditton works.

(186/68) Condenser and Vacuum Pumps for Sacramento Municipal Utility District. October 31. E.S.B. 35316/68.*

URUGUAY

State Electricity and Telephone Board:
(185/68) Comptometers; Typewriters. (Further Information.) The closing date has been postponed to: first call October 25; second call October 30. E.S.B. 30972/68.*
(185/68) Iron and Steel. (Further Information.) The closing date has been postponed to: first call October 17; second call October 25. E.S.B. 31975/68.*
(185/68) Overhead Line Equipment. (Further Information.) The closing date has been postponed to: first call October 29; second call November 1. E.S.B. 21425/68.
(185/68) Wire. (Further Information.) The closing date has been postponed to: first call November 6; second call November 13. E.S.B. 30970/68.*
(185/68) Electric Lamps. The closing date has been postponed to: first call November 5; second call November 12. E.S.B. 30971/68.*
State Oil and Alcohol Monopoly:
(186/68) Microscope. October 22. E.S.B. 35270/68.
(186/68) Catalyzer. October 22. E.S.B. 35271/68.
(186/68) Agricultural Machinery. October 23. E.S.B. 35272/68.*
(186/68) Bauxite for OSE (State Waterworks). First call October 28; second call October 29. E.S.B. 35266/68.

VIETNAM

(188/68) Mortuary Refrigerators for Central Procurement and Supply Authority. October 9. E.S.B. 35736/68.*

ZAMBIA

Central Supply and Tender Board:
(186/68) Cinematograph Equipment. October 18. E.S.B. 35235/68.*
(186/68) Shoe Brushes. October 18. E.S.B. 35237/68.*
(187/68) Cable Drums. October 18. E.S.B. 35236/68.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4, This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

The John Thompson Group recently secured a contract worth over £5 million for four refuse disposal plants in Bangkok and the twin city of Thonburi. This is the largest single order ever secured in Thailand by a British firm. The picture shows Mr. Chamnan Yuvabun (third from left, centre table), the Lord Mayor of Bangkok, and Mr. J. Donhue (on his right), of John Thompson Limited, at the signing ceremony, together with Counsellors of the Bangkok and Thonburi municipalities, and Mr. W. J. Watts, Commercial Secretary, Bangkok (extreme left, centre table).

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(185/68) Inquiry for drilling equipment; venetian blinds. E.S.B. 35096/68.

Argentina
(186/68) Inquiry for petroleum residual carbon pulverising machinery. E.S.B. 34999/68.

Australia
(183/68) Agency inquiry for domestic glassware. E.S.B. 34826/68.
(185/68) Agency inquiry for proprietary medicines; skin care products. E.S.B. 34979/68.
(187/68) Agency inquiry for saddlery and riding equipment. E.S.B. 34945/68.
(183/68) Inquiry for machine tools. E.S.B. 31533/68.
(184/68) Inquiry for tape play back units. E.S.B. 35515/68.
(184/68) Inquiry for woodworking machinery. E.S.B. 32024/68.
(185/68) Inquiry for confectionery. E.S.B. 35042/68.
(185/68) Manufacture under licence – reproduction antique furniture. E.S.B. 30436/68.
(186/68) Inquiry for brick making plant. E.S.B. 36262/66.
(186/68) Manufacture under licence – plastic building materials. E.S.B. 34925/68.
(187/69) Inquiry for psychological teaching equipment. E.S.B. 35648/68.

Australia – Waiver of British Preference
(183/68) Inquiry for compounder/extruder. E.S.B. M/59/68.
(183/68) Inquiry for silicon transistors. E.S.B. S/71/68 and E.S.B. S/70/68.
(183/68) Inquiry for valves and accessories. E.S.B. S/72/68.
(186/68) Inquiry for ceramic cutting inserts. E.S.B. M/62/68.
(186/68) Inquiry for cigarette packaging machinery. E.S.B. M/61/68.
(186/68) Inquiry for control cables. E.S.B. A/66/68.
(186/68) Inquiry for conveyor belting. E.S.B. A/67/68.
(186/68) Inquiry for labelling tape. E.S.B. S/74/68.
(186/68) Inquiry for language laboratory equipment. E.S.B. S/75/68.
(186/68) Inquiry for microphones and accessories. E.S.B. S/73/68.

Austria
(185/68) Agency inquiry for reptile leathers. E.S.B. 34940/68.
(183/68) Inquiry for chickens; chicken legs and livers. E.S.B. 31610/68.
(184/68) Manufacture under licence – industrial and electrical plastic products. E.S.B. 23991/68.
(186/68) Inquiry for aromatic herbs; baking and biscuit industry equipment; confectionery industry equipment; jams; oils; peanuts. E.S.B. 34939/68.

Bahrain
(183/68) Inquiry for chemicals; oils; shelling, roasting and salting machine. E.S.B. 34992/68.

†For further details of the 'Export Service Bulletin' see page 856.

Barbados
(184/68) Agency inquiry for cardboard boxes; wrappings. E.S.B. 34891/68.

Belgium
(183/68) Agency inquiry for heating, air conditioning and refrigeration regulation apparatus. E.S.B. 33488/68.
(184/68) Agency inquiry for chinaware; cutlery; glassware; tableware; gift articles. E.S.B. 34803/68.
(184/68) Inquiry for computer. E.S.B. 24377/68.

Bolivia
(187/68) Inquiry for laboratory equipment. E.S.B. 35848/68.
(187/68) Inquiry for pill and vial making machinery. E.S.B. 35847/68.
(187/68) Inquiry for plastic laminated sheeting. E.S.B. 35852/68.

Brazil
(184/68) Agency inquiry for industrial polishing and finishing equipment; machine tools. E.S.B. 34432/68.
(183/68) Inquiry for beverages; foodstuffs. E.S.B. 34969/68.
(185/68) Inquiry for medical and surgical equipment; fire fighting equipment; forensic laboratory equipment; office equipment; riot control equipment; traffic control equipment, etc. E.S.B. 31485/68.
(187/68) Inquiry for portable pneumatic transporters. E.S.B. 35462/68.

Canada
(184/68) Agency inquiry for conductors; control devices; couplings; hoist control systems; lock nut; motors; riveting device. E.S.B. 33938/68.
(184/68) Agency inquiry for instrument tubing; pipe fittings. E.S.B. 34809/68.
(185/68) Inquiry for rectangular and circular waveguide copper tubing. E.S.B. 35488/68.
(186/68) Inquiry for stockings. E.S.B. 35809/68.
(186/68) Inquiry for tyre casings. E.S.B. 35423/68.
(187/68) Inquiry for heat sealing equipmtnt; meat choppers; paper holders; price markers and pricing systems; sausage stuffers; sharpeners; staplers; tote boxes. E.S.B. 35824/68.

Ceylon
(183/68) Agency inquiry for agricultural equipment; fertilisers; pesticides. E.S.B. 34194/68.

Denmark
(183/68) Agency inquiry for horticultural equipment. E.S.B. 34382/68.
(185/68) Agency inquiry for illuminated signs; neon and electric lighting equipment and fittings; signs and facade panels. E.S.B. 34586/68.

EFTA
(187/68) EFTA declarations for goods not eligible for EFTA treatment. C.R.E. 22335/G.

Fiji
(184/68) Agency inquiry for blankets. E.S.B. 13809/68.
(184/68) Agency inquiry for hanging balances; scales. E.S.B. 19626/68.

Finland
(183/68) Agency inquiry for fire hoses; plastic engraving plates. E.S.B. 34348/68.
(187/68) Agency inquiry for blankets; woollen cloth. E.S.B. 33790/68.

Germany, Federal Republic of
(183/68) Agency inquiry for fruit, vegetable and alcoholic products. E.S.B. 34053/68.
(184/68) Agency inquiry for baby and childrens articles. E.S.B. 31800/68.
(184/68) Agency inquiry for menswear. E.S.B. 32440/68.
(185/68) Agency inquiry for chemical and petrochemical plants; packaging machinery; plastics machinery; rolling mill plant. E.S.B. 34951/68.
(187/68) Agency inquiry for electro-medical equipment. E.S.B. 6128/68.
(183/68) Inquiry for wood veneer. E.S.B./68.
(184/68) Inquiry for boiler steel tubes. E.S.B. 34844/68.
(187/68) Inquiry for leather. E.S.B. 35673/68.
(188/68) Inquiry for tractor spare parts. E.S.B. 36012/68.

Greece
(184/68) Agency inquiry for cigarette papers; iron plates; metals; meters. E.S.B. 32153/68.
(184/68) Agency inquiry for pharmaceuticals. E.S.B. 30753/68.

Guyana
(184/68) Agency inquiry for aerosol filling equipment; automotive accessories; beverages; builder's supplies; cosmetics; cosmetic making machinery; foodstuffs; jewellery; leather goods; office equipment; paper products; pharmaceuticals; pharmaceutical making machinery; stationery supplies. E.S.B. 29743/68.
(187/68) Inquiry for electoral and balloting accessories; ballot boxes – further information. E.S.B. 29317/68.

Honduras, Republic of
(185/68) Agency inquiry for fork lift trucks. E.S.B. 35090/68.

Hong Kong
(187/68) Inquiry for worsted suiting material. E.S.B. 20095/68.

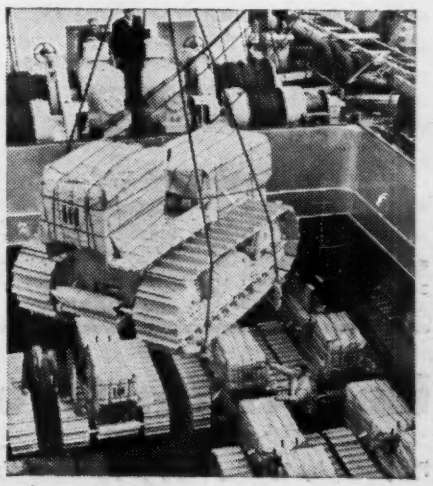
Iceland
(184/68) Introduction of import levy. E.S.B. 1209/G.

India
(185/68) Inquiry for control and measuring instruments; engineering goods; resins; tool and alloy steels. E.S.B. 34117/68.

Iraq
(187/68) Agency inquiry for blankets; cloth pieces; cotton waste; textiles. E.S.B. 34408/68.
(187/68) Inquiry for barbed wire; sand bags; uniforms. E.S.B. 34981/68.

Irish Republic
(185/68) Agency inquiry for nylon slide fasteners. E.S.B. 12806/68.
(183/68) Inquiry for clothing. E.S.B. 34400/68.
(184/68) Inquiry for hollow-ware. E.S.B. 34990/68.

Israel
(183/68) Agency inquiry for metal-working machinery. E.S.B. 34814/68.



Elder Dempster Lines' cargo vessel 'Fourah Bay' being loaded with the first shipment of a large consignment of tractors – worth £57,000 – to Tema, Ghana. HE Mr. S. K. Anthony, Ghana's United Kingdom High Commissioner, recently attended an informal handing over ceremony at the Doncaster plant of International Harvester (GB) Co. Ltd., to mark the delivery of the tractors, (*See* Board of Trade Journal, *September* 13, *page* 737.)

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54, Pall Mall, London, S.W.1.

(185/68) Inquiry for blow moulding machinery; drum-making machinery. E.S.B. 35526/68.
(186/68) Agency inquiry for machine tools. E.S.B. 35527/68.
(187/68) Agency inquiry for steel sheets, bars, coils. E.S.B. 35528/68.
(187/68) Agency inquiry for yarns. E.S.B. 35588/68.

Italy
(187/68) Agency inquiry for fertilizers; insecticides and fungicides; seeds; veterinary products. E.S.B. 35659/68.
(184/68) Inquiry for audio-visual aids; educational supplies and equipment; teaching apparatus. E.S.B. 34815/68.
(185/68) Inquiry for water treatment plant. E.S.B. 34954/68.

Jamaica
(183/68) Inquiry for conveyors; mayonnaises-making machinery; plastic pouches. E.S.B. 35418/68.

Jordan
(183/68) Inquiry in respect of co-axial cable. E.S.B. 34124/68.
(187/68) Inquiry for nylon yarn. E.S.B. 35830/68.

Kenya
(184/68) Inquiry for pen-making machinery. E.S.B. 12444/68.

Lebanon
(185/68) Agency inquiry for die casting machinery; sheet metal working machines. E.S.B. 34943/68.

Libya
(187/68) Inquiry for cold storage rooms. E.S.B. 36021/68.

Malaysia
(184/68) Agency inquiry for angling equipment. E.S.B. 34959/68.

Mauritius
(184/68) Inquiry for confectionery fragrances; liquid glucose; transparent cellulose. E.S.B. 35460/68.

Morocco
(187/68) Inquiry for textile machinery. E.S.B. 35569/68.
(187/68) Inquiry for brassieres; corsets; neckties. E.S.B. 35827/68.

New Zealand
(184/68) Agency inquiry for downproof materials; furnishing fabrics; piece-goods. E.S.B. 33320/68.

Norway
(184/68) Agency inquiry for cotton cloth. E.S.B. 34966/68.
(184/68) Agency inquiry for piling; pipelines; pipes and tubes. E.S.B. 31717/68.
(187/68) Inquiry for soup pouch opening machine. E.S.B. 29908/68.

Portugal
(185/68) Inquiry for pvc film. E.S.B. 35497/68.

South Africa, Republic of
(183/68) Agency inquiry for engineering hardware; hand tools; machine tools. E.S.B. 22679/67.
(185/68) Agency inquiry for carpet and upholstery materials. E.S.B. 35409/68.
(185/68) Agency inquiry for chemicals; lactose. E.S.B. 34154/68.

Heatstore Ltd. (Central Wagon Group) are exporting £90,000 worth of electric storage radiators to Yugoslavia. The picture shows heaters being loaded at the firm's new plant at Wigan in one of the 20 containers necessary to carry the consignment.

(185/68) Agency inquiry for door furniture; place mats. E.S.B. 34938/68.
(185/68) Manufacture under licence – packaging products; plastics; rubber goods. E.S.B. 1060/67.
(187/68) Inquiry for speed drives and static controls. E.S.B. 35842/68.

Sweden
(187/68) Agency inquiry for building machinery. E.S.B. 35489/68.
(186/68) Inquiry for steelworks machinery and plant. E.S.B. 35538/68.

Switzerland
(187/68) Agency inquiry for mechanical handling equipment. E.S.B. 29253/68.
(187/68) Inquiry for lamp shades and holders. E.S.B. 33919/68.

Trinidad/Tobago
(185/68) Inquiry for soap packaging machine. E.S.B. 35008/68.

Trucial States (excluding Abu Dhabi)
(188/68) Inquiry for builders' equipment; cables; electric lights and fittings; furniture; paint. E.S.B. 32587/68.

Tunisia/Austria
(184/68) Trade Agreement. E.S.B. 1209/G.

Tunisia/Denmark
(184/68) Trade Agreement. E.S.B. 1209/G.

Tunisia/Ethiopia
(184/68) Trade Agreement. E.S.B. 1209/G.

Uganda
(186/68) Agency inquiry for dress and furnishing fabrics. E.S.B. 5521/68.

United Arab Republic (Egypt)
(187/68) Inquiry for bucket elevator; chain conveyors. E.S.B. 35855/68.
(187/68) Inquiry for fishing gear. E.S.B. 35668/68.

United States of America
(184/68) Inquiry for aircraft; engineering products; machine tools. E.S.B. 38308/67.
(185/68) Inquiry for fabrics. E.S.B. 32157/68
(186/68) Inquiry for textiles. E.S.B. 34964/68.
(187/68) Inquiry for fork lifts. E.S.B. 32502/68.
(187/68) Inquiry for jewellery. E.S.B. 35691/68
(187/68) Inquiry for non-ferrous scrap metals. E.S.B. 35692/68.

Venezuela
(183/68) Inquiry for steel fittings, tubes and valves. E.S.B. 35052/68.

Zambia
(187/68) Inquiry for chemical raw materials; china clay. E.S.B. 36022/68.
(187/68) Inquiry for foodstuffs. E.S.B. 34848/68.

Report on Overseas Trade

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Tariff quotas in the EEC

THE *Board of Trade Journal* dated March 22, 1968 (page 936) contained details of the community tariff quota for ferro-silico-manganese (common customs tariff No. 73.02D) set up by **Decision No. 68/133/CEE.** The *Journal Officiel des Communautés Européennes* No. L226 dated September 14, 1968, contains the text of **Regulation (CEE) No. 1423/68,** which increases the total amount of this quota from 40,000 to 50,000 tonnes. This additional 10,000 tonnes will be added to the reserve amount of 6,000 tonnes referred to in paragraph 2 of the notice in the *Board of Trade Journal* of March 22, 1968.

Details of the method of allocation and of the conditions attached to the entire quota are available from the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49, High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
243/68	Fixing the amount of the refund for olive oil	10d. (1s. 1d.)
244/68	Fixing the export refund on oil seeds	10d. (1s. 1d.)
245/68	Fixing the standard coefficients applicable to cuts of pigmeat and to preparations and preserves containing pigmeat for the calculation of refunds on exports to Third Countries for the period from July 1, 1966, to June 30, 1967	10d. (1s. 1d.)
248/68	Altering the additional amount for certain products in the egg sector	8d. (11d.)
257/68	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
331/68	Fixing the conditions to be complied with by the certificates, referred to in Regulation No. 372/67/EEC	1s. 3d. (1s. 6d.)
333/68	Altering the levies applicable to imports of processed products based on cereals and rice	10d. (1s. 1d.)
337/68	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
338/68	Relating to certain transitional provisions applicable to the hemp seeds sector in France	8d. (11d.)
340/68	Fixing the refund for eggs in shell exported in the form of goods not covered by Annex II to the Treaty	8d. (11d.)

Common agricultural policy

THE TEXTS of the following Decision and Regulations, which affect the various agricultural sectors in the EEC, have been published in the *Journal Officiel des Communautés Européennes*. The French text of the Decision and Regulations are obtainable on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Decision 68/343/CEE concerns the fixing of the minimum price to be used in the award of tenders called for in Regulation (CEE) 1244/68 for the distribution of butter held by the French intervention organization (*Journal Officiel* No. L223 dated September 11, 1968).

Regulation (CEE) 1409/68 modifies **Regulation (CEE) 1100/68** so far as it concerns the deposit to be lodged for the issue of export certificates for certain milk products and the exclusion of certain cheeses from the benefit of fixing in advance the export restitutions (*Journal Officiel* No. L224 dated September 12, 1968).

Regulation (CEE) 1432/68, which modifies **Regulation (CEE) No. 1106/68** so far as it concerns the granting of aid for milk destined for denaturation or for processing in another member state (*Journal Officiel* No. L226 dated September 14, 1968).

SUGAR

Regulation (CEE) 1431/68 completes **Regulation (CEE) 1043/67** by defining a sugar producing undertaking (*Journal Officiel* No. L226 dated September 14, 1968).

SPAIN

Opening of global quotas

THE SPANISH list of global quotas for 1968 was published in the *Board of Trade Journal* of February 16, page 531. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications are to be presented before October 15.

Quota No.	Goods	Value of licences for which applications are invited
		Pesetas
14	Perfumery, toilet and cosmetic preparations	10,000,000
17	Aminoplasts	15,000,000
18	Other condensation, polycondensation and polyaddition products	15,000,000
21	Other polymerization and copolymerization products	27,500,000

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

LIBYA

Importation of used vehicles

THE LIBYAN Ministry of Economy and Trade issued on August 26, 1968 a Royal Decree concerning the importation of used vehicles.

Clause 1 states that the importation of all kinds of used vehicles is prohibited except under the following conditions:

1. Importation for personal use.
2. Importation shall not be licensed until a full year after the latest last licence awarded to the same person.
3. No person shall be permitted to import more than one car.
4. Documents or papers shall be submitted to the competent authorities proving compliance with the above-mentioned conditions.

Clause 2 states that the decree shall come into effect from the date of publication.

It is understood that the vehicles concerned are vehicles for the transportation of people or goods and that item 3 of clause 1 means in effect that no person shall be permitted to import more than one car per year.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

MALAWI

Customs tariff changes (1)

MALAWI GOVERNMENT NOTICE No. 155 amends the customs tariff with effect from August 30 to the following extent:

Part III – Customs duties

(a) by the deletion of all material in Columns 3, 4, 5 and 6 relating to heading No. 25.00.01 and the substitution therefor of the following:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective rates	6
		—	Free	Free	Free

(b) by the addition after sub-heading No. 30.03.04 and preceding sub-heading No. 30.03.99 of the following material:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective rates	6
30.03.05	Disinfectants and antiseptics, insecticides and fungicides (including amoebicides, trypanocides, vermicides, and similar products) of a kind put up for therapeutic or prophylactic purposes; n.e.s.	—	Free	Free	Free

(c) by the addition after sub-heading No. 38.00.01 and preceding sub-heading No. 38.18.01 of the following material:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective rates	6
38.11.01	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, flypapers) . .	—	Free	Free	Free

(Britain pays Colum 6 rate of duty).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Customs tariff changes (2)

MALAWI GOVERNMENT NOTICE No. 158 amends the customs tariff with effect from August 31 to the following extent:

Part III – Customs duties

(a) by the deletion of all material in Columns 1 to 6 inclusive in respect of heading No. 02.06 and the substitution therefor of the following:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective rates	6
(02.06)	Meat and edible meat offals (except poultry liver), salted, in brine, dried or smoked:				
	Of swine:				
02.06.01	Under duty-quota licence . .	—	5%	Free	Free
02.06.09	Other . .	—	25%	20%	20%
02.06.99	Other. . .	—	5%	Free	Free

(b) by the deletion of all material in Columns 3, 4, 5 and 6 in respect of heading No. 15.01 and the substitution therefor of the following:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective rate	6
		Per lb.	£0 0s. 5d.	£0 0s. 4d.	£0 0s. 4d.

(c) by the deletion of all material in Column 2 in respect of heading No. 84.59 and the substitution therefor of the following:

'Machines and mechanical appliances, having individual functions, not falling within any other heading of this chapter.'

(Britain pays Column 6 rate of duty.)

Any inquiries relating to the above notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

ZAMBIA

Customs tariff changes

THE CUSTOMS and Excise (Amendment) (No. 6) Act, 1968, published in the Zambia *Gazette* of September 6, amends from that date, the First Schedule to the Zambia Customs Tariff. The items affected and the new rates of duty are as follows:

Item	Goods	Duty
195	By the deletion of paragraph (a) of sub-item (1) and the substitution therefor of the following paragraph:	
	(a) Motor spirit, being benzene, benzine, benzoline, naphtha (other than heavy solvent naphtha), gasoline and petrol, and including aviation spirit:	
	(i) When imported through a pipeline per imp. gal at 62°F.	K 0·18
	(ii) When otherwise imported . per imp. gal. at 62°F.	K 0·18
200	By the deletion of paragraph (a) and the substitution therefor of the following paragraph:	
	(a) Fuel, having a flash-point of not less than 150°F. (closed test at sea-level):	
	(i) Diesel oil:	
	A. When imported through a pipeline per imp. gal. at 62°F.	K 0·05
	B. When otherwise imported . per imp. gal at 62°F.	K 0·05
	(ii) Other. . . . . per imp. gal. at 62°F.	K 0·025

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1968 (No. 5), published as Rhodesia Notice No. 681 on August 30, amends the Customs & Excise (Suspension) Regulations, 1968, to the following extent:

	Effective rate
First Schedule:	
By the insertion of the following item:	
Ex 76 (f) (ii) (B) Piece-goods, woven in a plain weave from strips of polypropylene; of a free on board value not exceeding one shilling per square yard	Free
By the deletion of:	
item Ex 260 (a) (v) ex (L)	
and the substitution of:	
Ex 260 Rubber tyres and tubes:	
(a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps:	
ex (L) Other:	
In sizes marked 7 x 9, 18 x 7, 23 x 5, 23 x 7, 25 x 6, 27 x 6, 29 x 7, 29 x 8, 31 x 9, 20 x 4, 12½ x 2½, 14 x 2½, 20 x 2½, 16 x 3, 20 x 3, 18 x 4, 32 x 5, 33 x 5½, 11·00-12, 560-12, 700 x 12, 4·50-13, 155 x 15, 155 x 15-153 x 380, 4·50-15, 5·5 x 15, 820-15, 10·0 x 16, 7-17·5, 135 x 305, 135 x 330, 8·10 x 90, 1600-20, 2·75 x 21, 3·00 x 10, 2·00 x 20, 165-14 (165-355), 825-14, 855-14, 8·85-14, 700/760-15, 8·45-15, 8·85-15, 885/900-15, 9·15-15, 130 x 40, 3·00 x 14, 2·75 x 16, 185-14 (185-355) . . . . per lb.	£0 1s. 6d.

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT *Gazette* dated August 22, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 14) Order, 1968 which amends the First and Second Schedules to the Customs (Prohibition of Imports) (Federation) Order, 1968, as follows:

(i) Substitute for the word 'China' appearing in column 3 against item bearing Tariff Code No. 698 110-1 'Padlocks and other locking devices including parts, suitable for cycles' in the First Schedule the words 'All countries'. This means that the importation of these goods from any country into the Federation is subject to special licensing.

(ii) Add the following new items to the Second Schedule:

Tariff code No.	Description of goods	Country
	Mechanical appliances, including hand operated, for projecting, dispersing, or spraying liquids or powders including fire extinguishers, spray guns and steam or sand blasting machines excluding aerosol sprays:	
719 645	Knapsack type sprayers for insecticide, fertilizers and the like .	All countries
512 140	Alkylarylsulphonates	All countries
554 201	Organic surface-active agents other than sulphonated or sulphonated oils or fats, being single substances or single substances standardized by the addition of inert materials	All countries
554 202	Sulphated or sulphonated oils or fats	All countris
554 203	Surface-active preparations and soap substitutes in liquid form prepared for domestic use	All countries
554 204	Surface-active preparations, including emulsifiers, in liquid form prepared for industrial use	All countries

This means that the importation of these goods from any country into the States of Malaya is subject to special licensing.

Notice to West Malaysian Importers No. 11 of 1968, which

(Continued on next page)

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MALAYSIA, *continued*

draws attention to the above Order, further states that with effect from August 22, 1968 the importation of these goods into the States of Malaya and Penang Island is subject to quantitative restrictions. Importers are required to prove their imports in 1967 and those without such proof will not be permitted to import the abovementioned goods. Import licences will be issued every three months and will be restricted to quotas issued by the Ministry of Commerce and Industry. The first quota period will be from August 22, 1968 to November 21, 1968.

Import control—vehicles, cycles and scooters

THE MALAYSIAN GOVERNMENT announced on September 5, 1968 the new import quotas for vehicles, cycles and scooters for the period commencing September 1, 1968 and ending on February 28, 1969. These are as follows:

Items	Quota
(a) Passenger cars	1% of 1966 sales
(b) Commercial vehicles of not more than 30 cwt.	1% of 1966 sales
(c) Commercial vehicles above 30 cwt. with not more than two-wheel drive	Nil
(d) Motor cycles	50% of 1966 imports
(e) Motor scooters	Nil

These levels have been fixed after considering market demands, existing stocks and the production capability of local assemblers. At present, four approved assemblers are already in full production and the remaining two approved assemblers are expected to be in production by November 1968.

SINGAPORE

Import control: motor cycles

SINGAPORE Notice to Traders No. 21 of 1968 states that with effect from September 5, 1968 the import of motor cycles is subject to special licensing and quantitative restriction. Licences will be issued up to one-third of the annual quota on the basis of 100 per cent of an applicant's proved imports for 1967. The licences will be valid up to December 31, 1968.

Goods to be imported for the purpose of re-export will not be subject to quota restrictions provided conditions for the granting of re-export licences are observed.

The Prohibition of Imports (General Licence) (Amendment No. 13) Notification 1968, which places the above goods on an import licensing basis, was published in Singapore Government *Gazette* Subsidiary Legislation Supplement No. 69 dated September 5, 1968.

Removal of quota restrictions on tyres and tubes

SINGAPORE NOTICE to traders No. 20 of 1968 announced that with effect from August 8, 1968, quota restrictions on tyres and tubes were removed but the importation of these goods would still be subject to special licensing.

AUSTRALIA

Tariff changes (1)

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on:

(a) Citric acid and tartaric acid
(b) Cutlery and knives
(c) Polytetrafluoroethylene (PTFE) plates, sheets, strip, etc.
(d) Woven shirts

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

Tariff changes (2)

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on September 10, 1968.

Tariff Item	Goods	Rate of duty: General	Rate of duty: Preferential
	Vitrifiable enamels and glazes		
	Omit sub-items 32.08.1, 32.08.2 and 32.08.9, insert the following sub-items:		
32.08.1	Glass frit and other glass, in the form of powder granules or flakes	27½%	12½%
32.08.2	Vitreous enamels, that is to say, enamels of a kind used solely or principally for enamelling metal	12½%	12½%
32.08.3	Ceramic colours and pigments; glazes of a kind kind used solely or principally for glazing pottery	12½%	Free
32.08.9	Other	7½%	Free
	Glass and glassware		
	Omit Note 3 to Chapter 70.		
	Tractors		
	In Note 10 (f) to Chapter 84, after 'with' insert 'wheeled.'		
	Wrapping machines		
	Omit Item 84.19, insert the following item:		
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines:		
84.19.1	Household dish washing machines, electric	22½%	Free
84.19.2	Bagging, weighing and sewing machines, combined	40%	17½%
84.19.3	Machines, as follows: (a) Champagne bottling machines; (b) automatic labelling machines; (c) machines for making matchboxes; (d) sealing machines, for sealing fibreboard or paperboard boxes or cartons; (e) automatic packing or wrapping machines, electrically operated; (f) other wrapping or packing machines, for packing or wrapping goods in paper, paperboard, textile, film, foil or with yarn, twine, cordage or wire, including such machines with provision for forming, printing, tying, gluing, closing or otherwise finishing the packing	7½%	Free
84.19.9	Other	55%	27½%
	Earthmoving, excavating and materials handling machinery and equipment		
	Omit paragraph 87.02.12, insert the following paragraph:		
87.02.12	Of a kind having a gross vehicle weight of 22,400 lbs. or more, not being goods falling within paragraph 87.02.11:		
87.02.121	Rock buggies, dumpers, shuttle dumpers, tail gate dumpers and the like	35%	25%
87.02.129	Other	22½%	12½%
	After paragraph 87.03.91 insert the following paragraph:		
87.03.92	Of a kind having a gross vehicle weight of 22,400 pounds or more, not being goods falling within paragraph 87.03.91:		
87.03.921	Cranes; dredging or excavating machines	35%	25%
87.03.929	Other	22½%	12½%
	Omit paragraph 87.03.99, insert the following paragraph:		
87.03.99	Other	35%	25%

Tariff Board inquiry on chains and parts of iron or steel

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of chain and parts therefor, of iron or steel (tariff item 73.29).

This reference is of departmental origin and as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty: General	Rates of Duty: Preferential
73.29	Chain and parts therefor, of iron or steel:		
73.29.1	Machine driving, sprocket or link belting:		
73.29.110	Roller bush or inverted tooth types	45%	27½%
73.29.19	Other:		
73.29.191	Wholly or partly of malleable cast iron	45% or if higher $0·019 per lb.	20% or if higher, $0·008 per lb.
73.29.192	Designed for conveying or elevating goods or materials, not being chain falling withi sub-paragraph 73.29.191	Primage 10%	Primage 5%
73.29.199	Other	45%	27½%
73.29.900	Other	25%	17½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests proposed to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than October 9. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2294/67.

JAMAICA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of the Jamaican Open General Licence dated August 8, 1968, published under Government Notice No. 2529. This replaces the Open General Licence dated August 1, 1968 (see *Board of Trade Journal* of August 23, 1968, page 578). The list of goods which require a specific import licence remains substantially the same as that contained in the schedule to the previous OGL, but certain items have again been further rearranged.

Since receipt of the new OGL the following amendments thereto have been announced: the deletion of items 61 (Flour), 122 (Salt) and 148 (Textile Fabrics, (a) knitted, (b) woven, (c) printed), and the substitution therefor of the following:

'61. (A) Flour, wheat (other than whole wheat flour)
(i) Baking, enriched or otherwise;
(ii) Counter and semolina flour, except when enriched as follows:
Thiamine 2 to 2.5 milligrams for each lb. of flour;
Riboflavin 1.2 to 1.5 milligrams for each lb. of flour;
Niacin 16 to 20 milligrams for each lb. of flour;
Iron 13 to 16.5 milligrams for each lb. of flour.

122. Salt, refined.

148. Textile fabrics.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CHILE

Payment for imports

AT ITS SESSION No. 546 of August 6, the Executive Committee of the Chilean Central Bank adopted a resolution permitting payments for imports to be made in any currency agreed between buyer and seller, irrespective of the country of origin of the goods. The currency stipulated in sales contracts must be the same as that stipulated in import registrations. If exchange cover is permitted in a currency not stipulated in the import registration, the conversion rate to be taken is the rate ruling on the date of payment.

INTERNATIONAL TRADE CENTRE - SURVEYS

The carrying out of surveys of the markets of developed countries for the export products of developing countries is one of the specialities of the International Trade Centre, UNCTAD/GATT. Products surveyed so far are plywood and veneer, citrus juices, oilcake, shrimps and prawns, rice, cottonseed oil, canned beef, and tropical sawn wood. Other products are due to be surveyed in 1968.

Reports of the Centre's surveys are made available free of charge to the developing countries. Firms in developed countries may obtain priced copies from the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, *Geneva,* 10, *Switzerland.*

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext,* 2438).

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PERU

Reduction of import duties

SUPREME DECREE No. 354-68-HC of August 21 gives details of the new rates of duty on engines, spare parts and accessories for motor vehicles which come into effect as a result of a 15 per cent reduction authorized by Article 3 of Supreme Decree No. 260 of August 1. The new rates of duty are as follows:

Tariff Item No.	Description	Specific duty	*Ad val.* duty
40.06.0.03	Puncture repair patches, backed or not	6·50 soles Per gross kilo	26%
40.14.9.04	Discs, washers and joints for technical uses, including those for brakes for motor vehicles	10·00 soles per legal kilo	51%
45.03.0.03	Fittings (joints, washers, discs) of natural cork	1·20 soles per gross kilo	51%
45.04.0.02	Fittings (joints, washers, discs) of agglomerated cork	0·80 soles per gross kilo	51%
70.09.0.01	Rear-view mirrors	5·00 soles per gross kilo	51%
73.29.1.02	Articulated link chain (e.g., roller chain, inverted tooth (silent) chain, Galle chain and the like)	0·20 soles per gross kilo	26%
73.35.0.02	Helical springs (spiral or volute springs)	5·00 soles per gross kilo	43%
83.01.1.02	Locks for motor vehicle:	12·50 soles per gross kilo	51%
83.02.1.03	Fittings for vehicles coachwork of iron or steel, whether or not coated	8·50 soles per gross kilo	51%
83.02.2.03	Fittings for vehicle coachwork of other base metals	12·50 soles per gross kilo	51%
84.06.2.03	Spark-ignition engines (other than those falling within subheading 1) weighing more than 100 kg. but not more than 300 kg.	1·20 soles per gross kilo	26%
2.99	Other	0·40 soles per gross kilo	26%
84.06.3.01	Compression-ignition engines, weighing not more than 2,000 kg.	Free	26%
84.06.5.01	Valves for explosion or internal combustion engines	1·20 soles per gross kilo	26%
5.02	Rocking levers	1·20 soles per gross kilo	26%
5.03	Push-rods for valves	1·20 soles per gross kilo	26%
5.04	Connecting rods	1·20 soles per gross kilo	26%
5.05	Pistons	1·20 soles per gross kilo	26%
5.06	Piston rings	1·20 soles per gross kilo	26%
5.07	Carburettors and parts thereof	1·20 soles per gross kilo	26%
5.99	Other parts and components	1·20 soles per gross kilo	26%
84.10.3.03	Water and oil pumps for motors of all kinds	1.20 soles per gross kilo	26%
3.04	Injectors for internal combustion engines	1.20 soles per gross kilo	26%
84.11.1.01	Hand pumps for inflating pneumatic tyres and for other purposes	2.50 soles per gross kilo	26%
84.22.2.01	Mechanical jacks	1·70 soles per gross kilo	26%
2.02	Hydraulic jacks	1·70 soles per gross kilo	26%
84.61.2.03	Inner-tube valves	6·50 soles per gross kilo	26%
84.63.1.01	Transmission shafts and cranks	1·70 soles per gross kilo	26%
1.08	Eccentric shafts and lever shafts	1·70 soles per gross kilo	26%
1.09	Anti-friction metals for connection rods and crank shafts	1·70 soles per gross kilo	26%
84.64.0.01	Gaskets and similar joints of metal sheeting combined with other material	1·70 soles per gross kilo	26%
0.02	Sets or assortments of gaskets and similar joints, dissimilar in composition	1·70 soles per gross kilo	26%
85.04.2.01	Parts of accumulators: grids, containers and terminalss of any material	3·50 soles per gross kilo	43%
85.08.1.01	Dynamos, magnetos and starter motors	1·70 soles per gross kilo	43%
85.08.1.02	Distributors	1·70 soles per gross kilo	43%
1.04	Sparking plugs	1·70 soles per gross kilo	43%
1.99	Other electrical starting and ignition equipment for internal combustion engines, and cut-outs for use with such engines	1·70 soles per gross kilo	43%
2.02	Parts and components of distributors, including contacts	1·70 soles per gross kilo	43%
85.09.0.02	Sound signalling appliances (sirens, horns, etc.)	2·50 soles per gross kilo	51%
0.03	Headlamps for all kinds of cars	2·50 soles per gross kilo	51%
85.20.1.07	Small incandescent lamps for cars	1·20 soles each	34%
87.06.1.01	Bonnets	5·00 soles per gross kilo	43%
1.02	Roofs	5·00 soles per gross kilo	43%
1.03	Boot lids	5·00 soles per gross kilo	43%
1.04	Doors	5·00 soles per gross kilo	43%
1.05	Bumpers	5·00 soles per gross kilo	43%
1.06	Ornamental hub-caps	8·50 soles per gross kilo	43%
1.07	Shock absorbers and parts thereof	5·00 soles per gross kilo	43%
1.99	Other parts and components of vehicle bodywork	5·00 soles per gross kilo	43%
87.06.2.01	Gear boxes and parts thereof	5·00 soles per gross kilo	26%
2.02	Clutches and parts thereof	5·00 soles per gross kilo	26%
2.03	Cardan shafts, crown wheels differentials, front and rear axles	5·00 soles per gross kilo	26%
2.04	Shock absorbers and suspension parts (except springs); steering rods and levers	8·50 soles per gross kilo	26%
2.07	Silencers and exhaust pipes	21·00 soles per gross kilo	43%
2.08	Wheel rims	2·00 soles per gross kilo	26%
2.10	Brakes and parts thereof except shoes and linings	5·00 soles per gross kilo	26%
2.09	Other chassis parts and components	1·70 soles per gross kilo	43%
90.27.0.02	Speedometers and tachometers	8·50 soles per legal kilo	26%

UNITED STATES

Motor vehicle safety standards

THE *Board of Trade Journal* of November 24, 1967, gave notice of two new United States motor vehicle safety standards relating to new pneumatic tyres (Standard 109) and tyre selection and rims (Standard 110) for passenger cars.

The United States Federal Highway Administration has now amended Standard 109 by adding various tyre types and sizes with proper load and inflation values to Tables 1A through 1J and by redesignating these tables as Appendix A. Standard 110 has been amended by the addition of alternative rims for tyres and rim combinations to Table II which has also been redesignated as Appendix A.

In addition the Federal Highway Administration has issued guide-lines setting out the procedure to be followed in requesting routine additions to Appendix A of Standards 109 and 110.

These amendments became effective on September 6, 1968.

Inquiries about this notice should be addressed to the Commercial Relations, and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 Ext. 2397).

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Wider flange beams of iron and steel hot rolled of the following sizes:

10 inches by 4 inches (light beam) x 11.5, 15, 17 and 19 pounds per foot.

12 inches by 4 inches (light beam) x 14, 16.5, 19 and 22 pounds per foot.

14 inches by 5 inches (light beam) x 22 and 26 pounds per foot.

16 inches by 5½ inches (light beam) x 26 and 31 pounds per foot.

18 inches by 7½ inches x 35 and 40 pounds per foot.

21 inches by 8¼ inches x 50 pounds per foot.

Engine (centre) lathes having an actual maximum swing (turning diameter) over bed of 9 inches to 19 inches inclusive.

Notes:

Engine (centre) lathes having an actual maximum swing (turning diameter) over bed of 9 inches up to, but not including, 17 inches were previously ruled to be of a class or kind made in Canada.

The actual maximum swing (turning diameter) over bed is to be shown on Customs Invoices.

(Ruling effective October 15, 1968)

The above information is contained in Canadian Department of National Revenue Memorandum D51-3-1 and D51-10-1 dated September 12, 1968.

Customs tariff amendments

THE CANADIAN Government have issued an Order in Council PC 1968-1719 dated September 5, 1968, making certain changes in the Canadian Customs Tariff which are listed below. Orders in Council PC 1967-133 of January 26, 1967 (see *Board of Trade Journal* dated February 10, 1967), in so far as it applies to tariff item 42830-1, and Order in Council PC 1968-135 of January 25, 1968 (see *Board of Trade Journal* dated February 16, 1968) in so far as it applies to tariff items 42765-1 and 43881-1, are revoked.

Additions to the tariff are shown in italics and deletions indicated by square brackets.

Tariff item		British preferential tariff	Most favoured-nation tariff	General tariff
20853-1	Urethane and methyl pentanal for use in the manufacture of meprobamate (Expires December 31, 1968)	Free	Free	25%
35120-1	*Columbium (niobium), molybdenum, tantalum, tungsten and alloys of the foregoing, in powder, pellets, scrap, ingots, sheets, strips, plates, bars, rods, tubing or wire, for use in Canadian manufactures* (Expires October 31, 1969)	Free	Free	25%
35530-1	*Metal alloy ingots, pigs, blooms, slabs and billets – not being steel ingots, pigs, blooms, slabs, and billets – containing not less than 40% by weight of nickel, for use in Canadian manufactures* (Expires October 31, 1969)	Free	Free	25%
42765-1	Hydraulic equipment, torque converters and engine-over-axle type transmissions, of a class or kind not made in Canada; *wheel rims with a nominal diameter of 24 inches and a nominal width of 8 or 10 inches*; all of the foregoing, and parts thereof, for use in the manufacture of road graders or scrapers (Expires *June* 30, 1969) [January 31, 1971]	Free	*Free* [7½%]	35%
42830-1	Diesel and semi-diesel engines, torque converters and hydraulic couplings, and parts thereof, for use in the manufacture of rotary air compressors, power shovels, power cranes, graders or scrapers and snowblowers (Expires June 30, 1969) [January 31, 1969]	Free	Free [7½%]	30%
42915-1	*Stainless steel hollow handles, not further manufactured than welded, for use in the manufacture of table knives* (Expires June 30, 1969)	Free	Free	35%
43160-1	*Articles and materials for use in the manufacture of geophysical precision instruments or equipment, or parts attachments or fitted cases therefor* (Expires June 30, 1971)	Free	Free	20%
43881-1	Steel spring wire, square edge, 0·058 inch or more in thickness, not more than 0·200 inch in width, with tolerance not to exceed 0·002 inch on either thickness or width, having a tensile strength of not less than 75,000 pounds [100,000 pounds] per square inch nor more than 100,000 pounds [110,000 pounds] per square inch, for use in the manufacture of snap rings for motor vehicles (Expires *October* 31, 1969) [January 31, 1970]	Free	Free	20%
44554-1	*Parts for use in the manufacture of television tuners, but not including any of the following: resistors, whether fixed or variable, capacitors, inductors, transformers, wire-wound coils, jacks, switches, electron tubes and tube sockets, transistors or other semi-conductor devices, or assemblies incorporating any of the foregoing* (Expires June 30, 1969)	Free	Free	25%
44555-1	*Cellulose acetate, cellulose acetate butyrate, polyester, polpropylene, polystyrene, polycarbonate and polytetrafluoroethylene films, less than 0·001 inch in thickness, whether metallized or not, for use in the manufacture of capacitors* (Expires June 30, 1969)	Free	Free	20%
44565-1	*Paper-wound aluminium cores for use in the manufacture of bushings for extra high voltage transformers that operate above 345 kilovolts* (Expires October 31, 1969)	Free	Free	37½%

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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By industry (Q)	6 Sept. 1968
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Industry's investment intentions (3 times a year)	14 June 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	13 Sept. 1968
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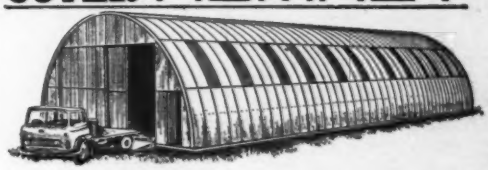

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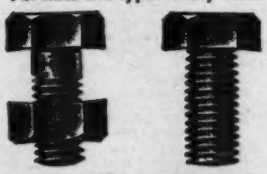

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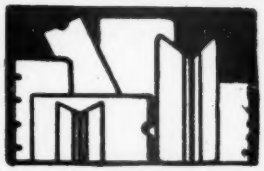

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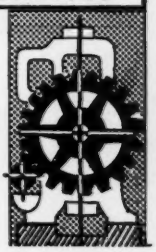

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